

TAKING SHAPE

Exclusive update on the build of the futuristic Amels 199



FOOD FOR THOUGHT

The cost of feeding crew, and why chefs are central to galley design



BROKERAGE NEWS

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BOAT

TURNING JAPANESE

The inside story of Feadship's magnificent Musashi



CARBON COLOSSUS

On board the revolutionary 66 metre ketch Hetairos

Extreme cruising

Arcadia's epic voyage through the Northwest Passage

INTERNATIONAL

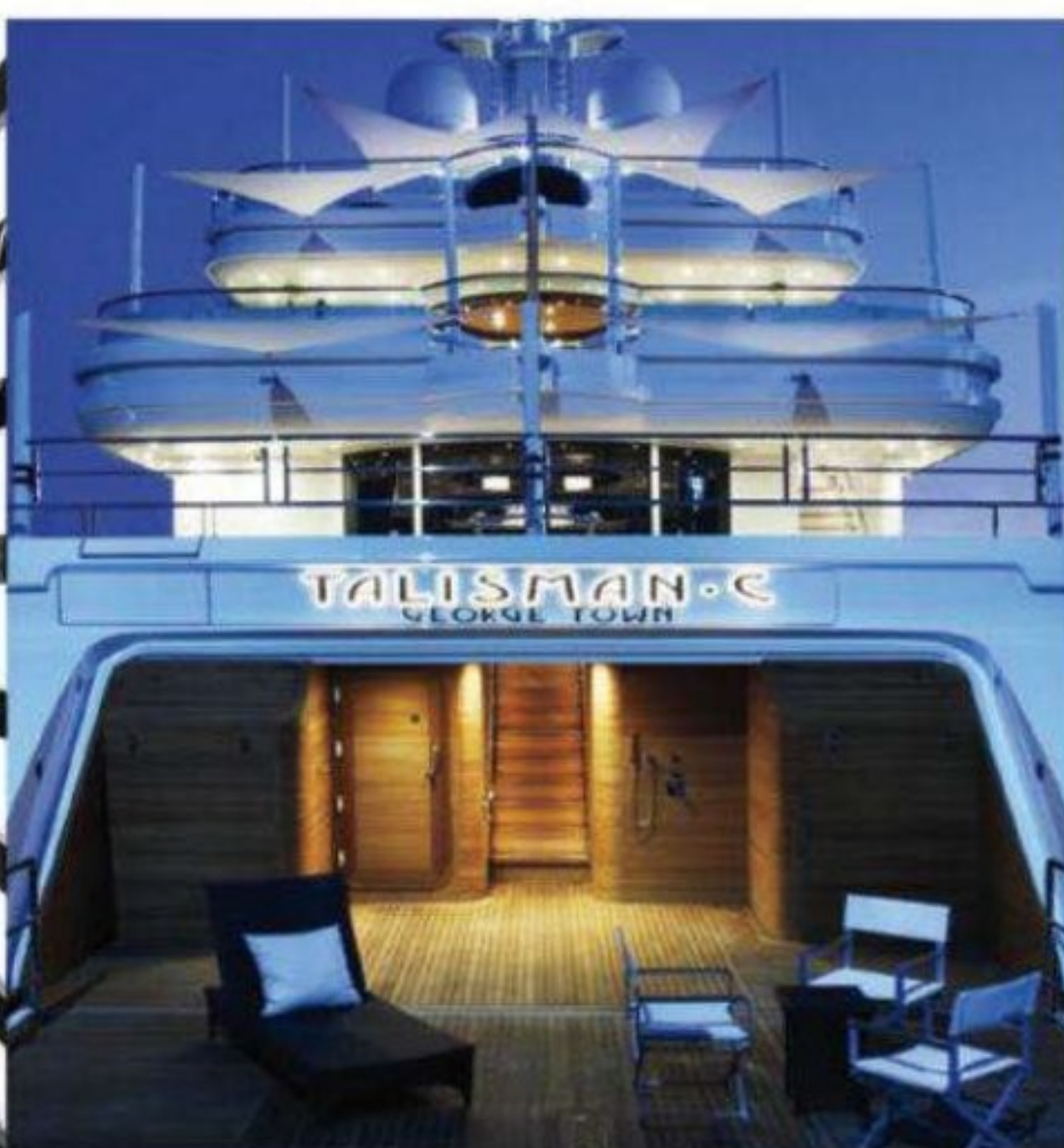




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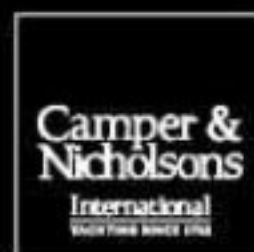
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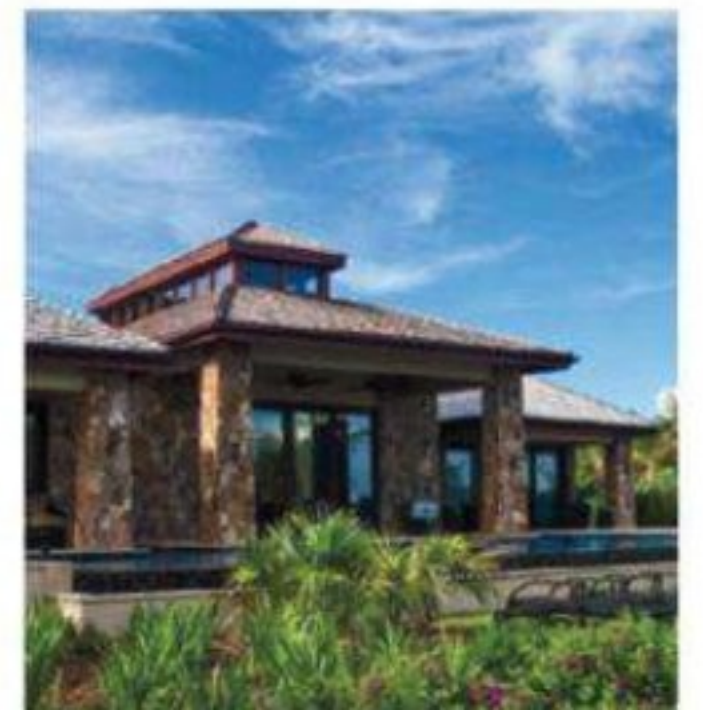
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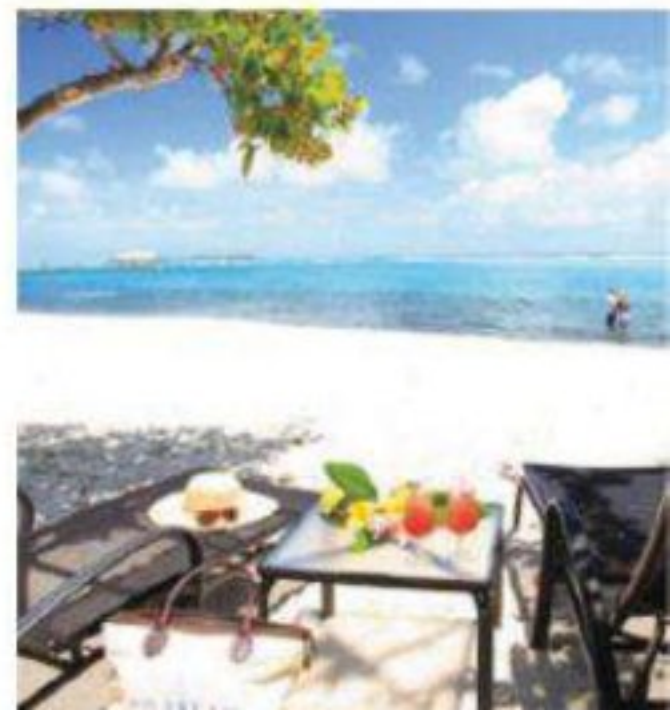
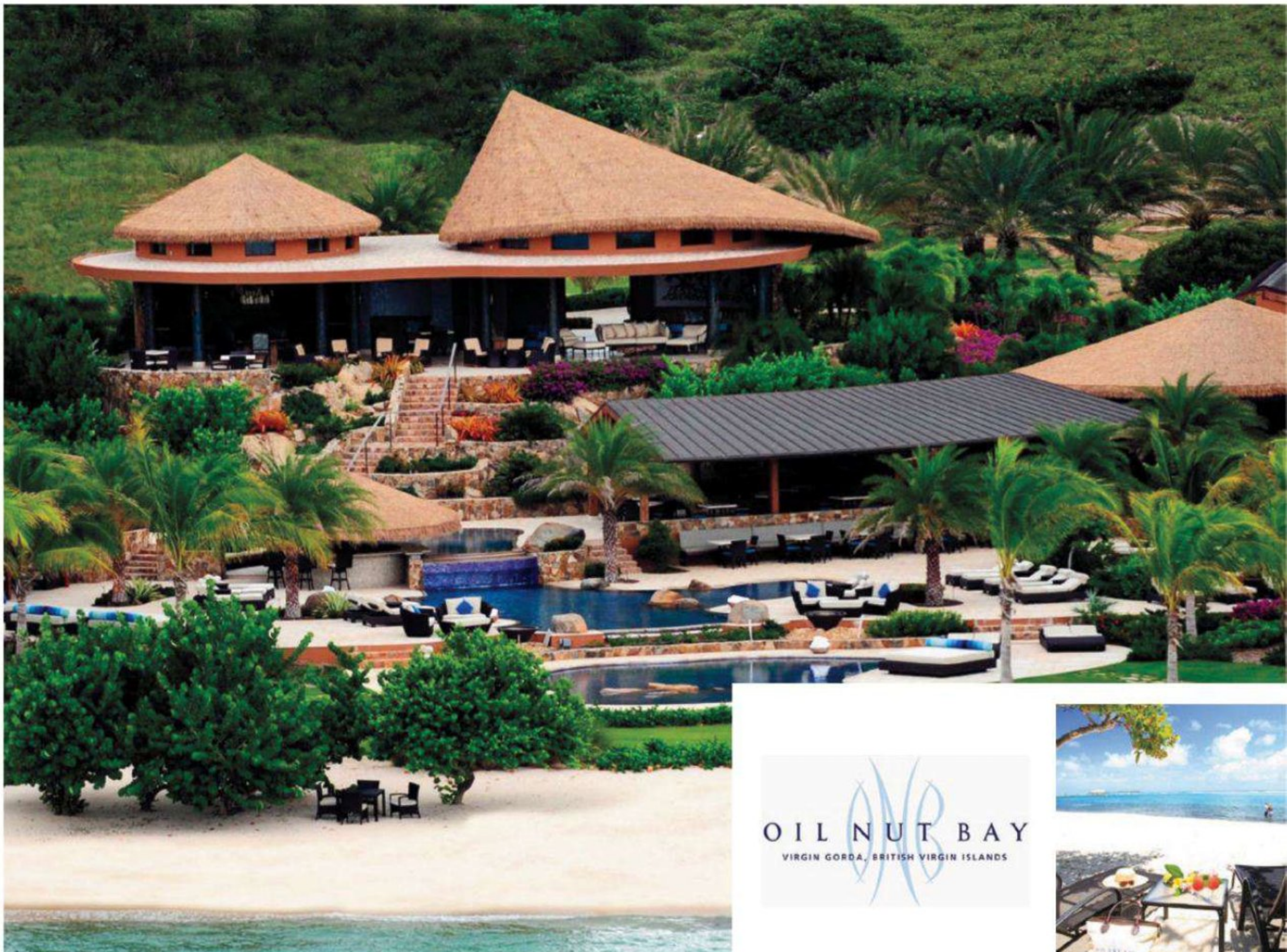
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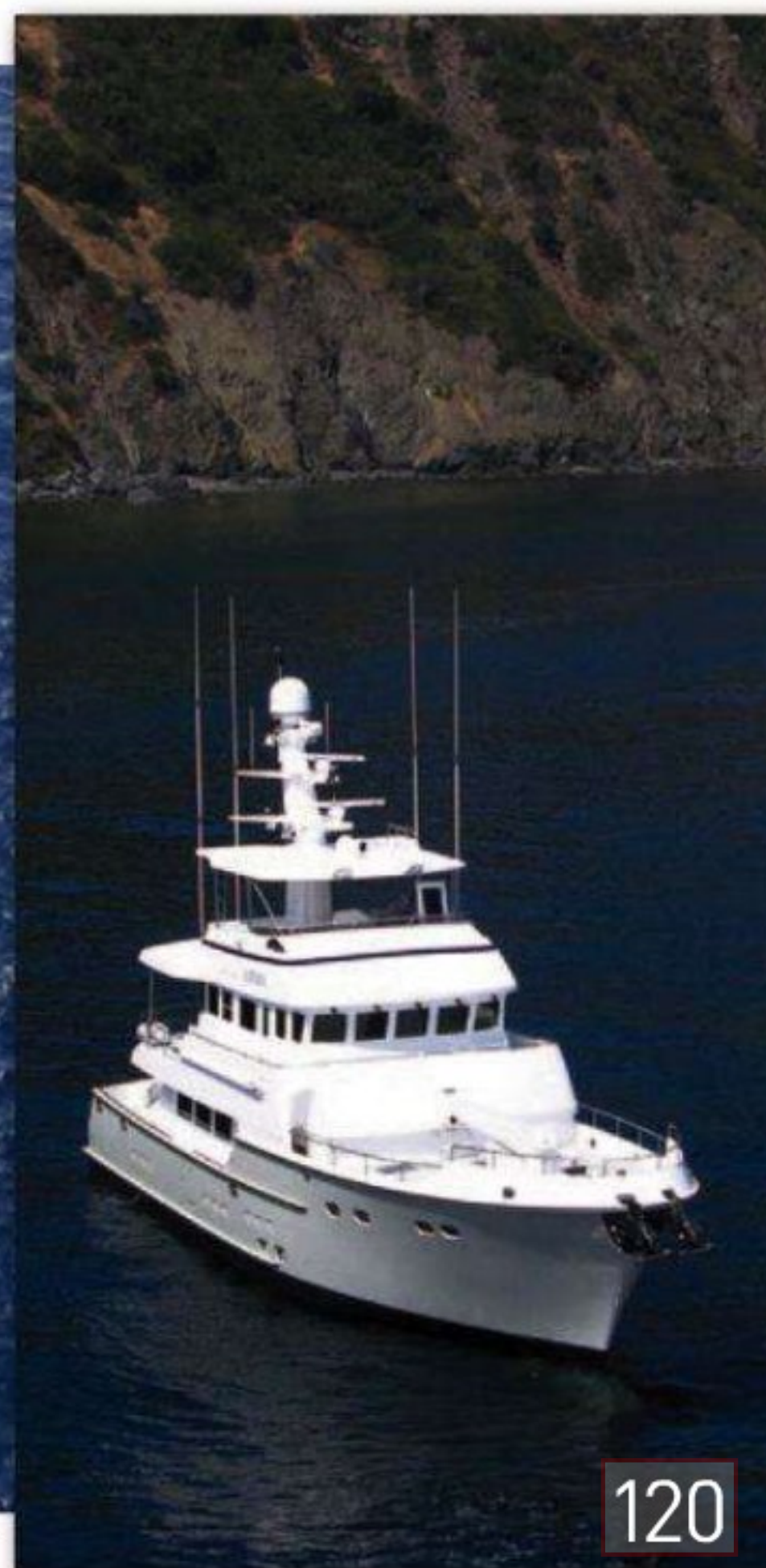


COVER: the 88 metre *Musashi*
Photography: Karel Ham/Visions



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YPS/PETER NEUMANN; COURTESY OF NORDHAVN; ED HOLT



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Named after a 16th Century samurai, this 87.78m yacht was designed by Sander Sinot and built by Feadship for an experienced owner. It seamlessly combines cool Japanese minimalism, art deco accents and plenty of glass for chic, light-filled living spaces

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Eagerly awaited, technologically advanced and luxurious, the 66.7m carbon ketch *Hetairos* is one of the most extraordinary sailing yachts in the world. She hit 25.7 knots and took line honours in her first outing at the Transatlantic Superyacht Regatta & Maxi Cup

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With the help of experts and passionate amateurs, a brave owner created a replica of the famous 1908 sailing yacht *Germania* – but added the benefits of modern technology

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NORDHAVN 76

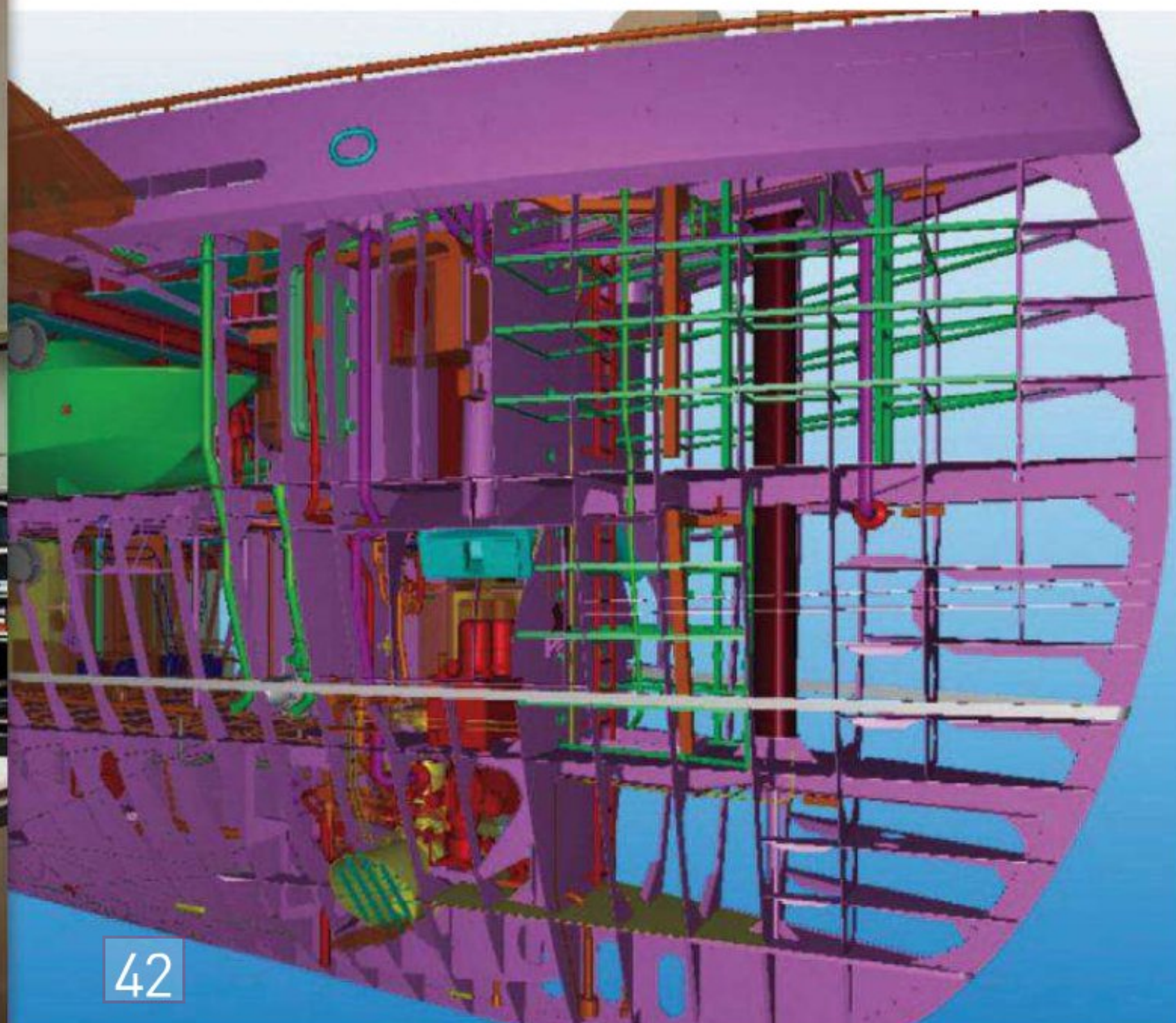
Nordhavn builds practical motor yachts for a specialised, adventurous market, and their new 23m is in that mould: not especially pretty, but tough, sturdy and capable of going almost anywhere



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LUC HARDY; JEFF BROWN/SUPERYACHT MEDIA; COURTESY OF AMELS

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Braving changeable seas and sub-zero temperatures, dodging icebergs and polar bears, *Arcadia* becomes just the 159th vessel to transit the legendary Northwest Passage across the Arctic Circle. Plus the fascinating history of this perilous journey, whose casualties and tragedies have haunted maritime history for hundreds of years

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NEW LOOK BROKERAGE SECTION

As well as our breakdown of the month in yacht sales, this issue the brokerage section features our detailed industry analysis of 2011, with contributions from some of the world's top superyacht brokers

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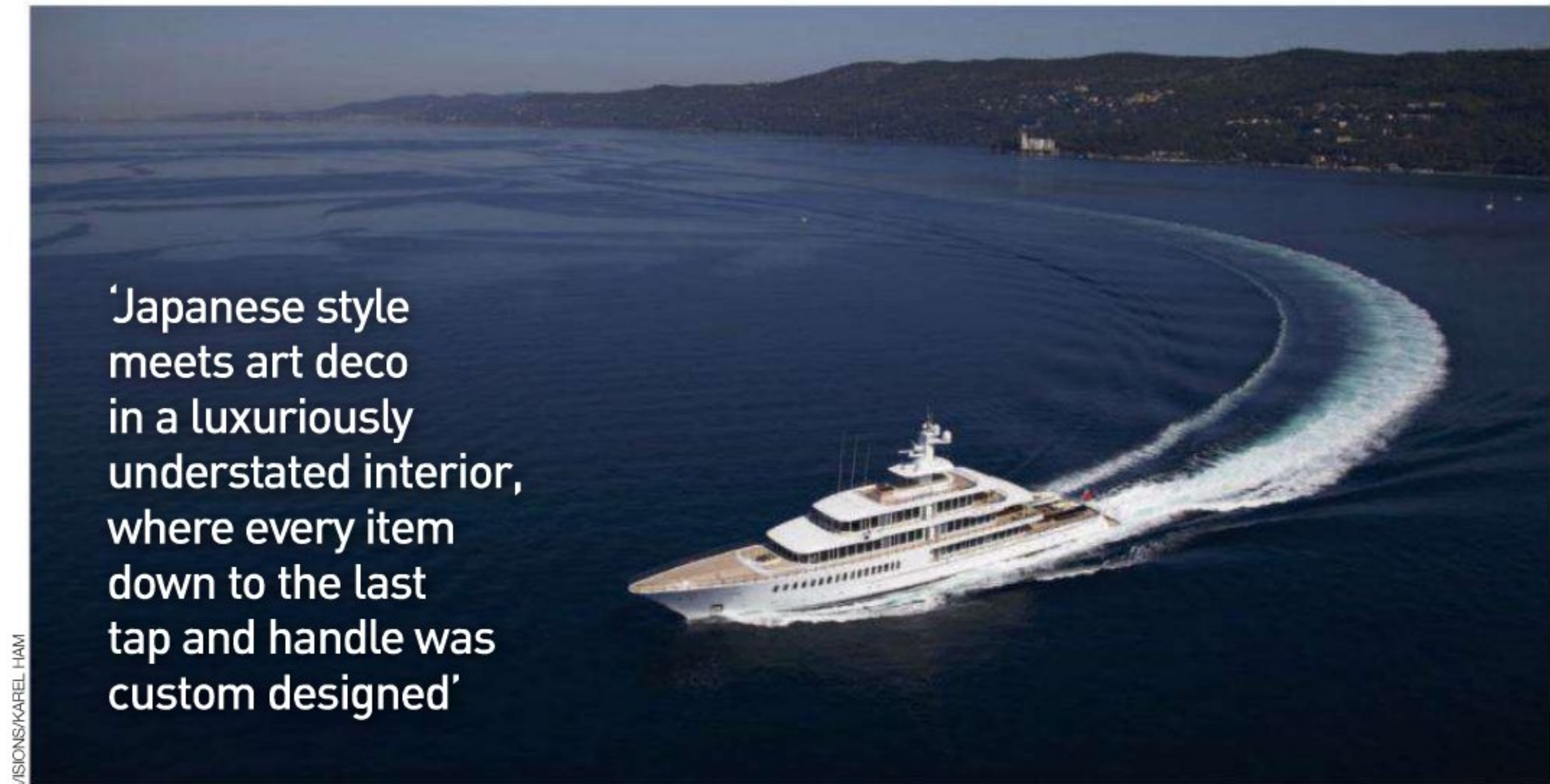


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'Japanese style meets art deco in a luxuriously understated interior, where every item down to the last tap and handle was custom designed'



MARK SIMS

So that was January. Pale, dull, slightly cold and slightly damp – it certainly lived down to expectations. It was, however, not without its highlights.

For a start, I hopped over to Holland (Amsterdam or thereabouts, in fact), where I spent a pleasurable few hours at the offices of Sinot Yacht Design. My purpose was clear – to interview Sander Sinot about the design of the magnificent 88m *Musashi*, which was

launched last year from Feadship's Koninklijke De Vries yard in Makkum. He is an engaging and talented man, surrounded by a design team with diverse backgrounds in such areas as industrial design and naval architecture, and the results are plain to see – Japanese style meets art deco in a luxuriously understated interior, where every item down to the last tap and handle was custom designed by Sinot. Our bumper feature starts on [page 64](#).

I also took the opportunity to drop in on Dykstra Naval Architects to interview naval architect Erik Wassen, the man largely responsible for the lines, styling, rig, deck layout and other key elements of the mighty carbon ketch *Hetairos*. When we first took an in-depth look at the build of the project at Baltic Yachts in our July 2010 edition, it was already apparent that this yacht was pushing boundaries in every area of design and construction. Talking with Erik in the Dykstra studio over a Friday late-afternoon beer (note to self: adopt Dutch working practices in our Wimbledon HQ!), I was even more stunned by the level of detail and the extent of the engineering and technology involved. Again, the results are evident – she took line honours in the Transatlantic Superyacht

Regatta & Maxi Yacht Cup 2011, reaching Virgin Gorda from the Canaries in a little over eight days. She hit speeds of close to 26 knots, and notched up 400-mile days – not bad for a yacht effectively making her first serious offshore passage. You can read all about *Hetairos* in our onboard feature and our 'making of...' special, starting on [page 88](#).

Meanwhile, back in the office, we have been working hard to improve the look of our Brokerage News pages. This month, alongside key data, facts and figures on the current state of the market, you will also find an extended analysis and comment piece reviewing the 2011 market from the viewpoint of key brokers. It makes for interesting reading.

One last thing before I sign off. Naturally, I couldn't let a trip to Amsterdam pass without a drink with some of my Dutch friends. I was summarily dragged to a Dutch karaoke bar where, apart from vaguely recognising a Dutch version of Frank Silver and Irving Cohn's *Yes! We Have No Bananas*, I stood in bewildered awe as the locals crooned in (vague) harmony to a selection of Dutch classics. It made the afternoon I had spent getting my head around the Delft Systematic Yacht Hull Series, multi-dimensional polynomial regressions and resistance curves for *Hetairos* seem positively straightforward.

Tim Thomas

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BOAT INTERNATIONAL MEDIA LTD

First Floor, 41-47 Hartfield Road,

London, SW19 3RQ, UK.

tel: +44 (0)20 8545 9330

general fax: +44 (0)20 8545 9333 • editorial fax: +44 (0)20 8545 9399

web: www.boatinternationalmedia.com

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PUBLISHER	Tony Harris	tony.harris@boatinternationalmedia.com
EDITOR	Tim Thomas	tim.thomas@boatinternationalmedia.com
SPECIAL ASSIGNMENTS EDITOR	Amanda McCracken	amanda.mccracken@boatinternationalmedia.com
PRODUCTION EDITOR	Ivan Smith	ivan.smith@boatinternationalmedia.com
ASSISTANT EDITOR	Servanne Sohler	servanne.sohler@boatinternationalmedia.com
ASSISTANT EDITOR	Caroline White	caroline.white@boatinternationalmedia.com
ART EDITOR	Nick Kisch	
DESIGNER	Alexandra Cupedo	
STAFF PHOTOGRAPHER	Bugsy Gedlek	

CONTRIBUTORS

SAILING EDITOR	Oliver Dewar
LEGAL	John Leonida, Benjamin Maltby
AMERICA'S CUP	Andrew Rice
NEWS	Caroline White
FEATURES	Jochen Halbe, Andrew Rice, Monika Kludas, Tom Isitt

CORRESPONDENTS

UK	Adrian Morgan
USA	Lynn Fitzpatrick
FRANCE	Claire Griffiths, Peter Boulton
ITALY	Dag Pike
THE NETHERLANDS	Andrew Rogers
PALMA	Benjamin Maltby
TURKEY	Bruno Cianci
AUSTRALIA	Jennie Fitzhardinge
NEW ZEALAND	Ivor Wilkins

DIGITAL

HEAD OF DIGITAL	Nick Martin	nick.martin@boatinternationalmedia.com
CHARTER & BROKERAGE EDITOR	Malcolm MacLean	+44 (0)1294 551900 malcolm.maclean@boatinternationalmedia.com
ONLINE EDITOR	Keri Fuller	keri.fuller@boatinternationalmedia.com
RESEARCH & DATA MANAGER	Raphael Montigneaux	raphael.montigneaux@boatinternationalmedia.com
DIGITAL MARKETING MANAGER	Tori Hanson	victoria.hanson@boatinternationalmedia.com
WEB PRODUCTION ASSISTANT	Oliver Newlyn	oliver.newlyn@boatinternationalmedia.com

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SUBSCRIPTIONS

Boat International Subscriptions, PO Box 326, Sittingbourne, Kent. ME9 8FA
tel: +44 (0)1795 414908 fax: +44 (0)1795 414 555
(boatinternational@servicehelpline.co.uk)

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advertising

LONDON OFFICE

COMMERCIAL DIRECTOR	+44 (0)20 8545 9352
Victoria Lister	victoria.lister@boatinternationalmedia.com
SALES DIRECTOR	+44 (0)20 8545 9359
Jeremy Roche	jeremy.roche@boatinternationalmedia.com
EVENTS & LUXURY SALES MANAGER	+44 (0)20 8545 9364
Luca Vasile	luca.vasile@boatinternationalmedia.com
ACCOUNT MANAGER FRANCE & MONACO	+44 (0)20 8545 9360
Lionel Richard	lionel.richard@boatinternationalmedia.com
ACCOUNT MANAGER GERMANY, EASTERN EUROPE & EASTERN MED	+44 (0)20 8545 9369
Nick Dawes	nick.dawes@boatinternationalmedia.com
ACCOUNT MANAGER UK, BENELUX & SCANDINAVIA	+44 (0)20 8545 9355
Brian Lynch	brian.lynch@boatinternationalmedia.com
ACCOUNT MANAGER AUSTRALASIA	+64 9 950 3281
Pippa Johnson	pippa.johnson@boatinternationalmedia.com

FORT LAUDERDALE OFFICE

Tel: +1 954 522 2628

ASSOCIATE PUBLISHER	ext 202
Ben Farnborough	ben.farnborough@boatinternationalmedia.com
NATIONAL ACCOUNT MANAGER	ext 213
Tanya Dezanger	tanya.dezanger@boatinternationalmedia.com
CHARTER & BROKERAGE ACCOUNT MANAGER, FLORIDA, SOUTH AMERICA AND CARIBBEAN	ext 212
Cambry Czuplak	cambry.czuplak@boatinternationalmedia.com

PRODUCTION

PRODUCTION MANAGER	+44 (0)20 8545 9339
Tim Hartney	tim.hartney@boatinternationalmedia.com
PRODUCTION CONTROLLER	+44 (0)20 8545 9345
Lisa Kennett	lisa.kennett@boatinternationalmedia.com

EVENTS & MARKETING

Tel: +44 (0)20 8545 9336

EVENTS DIRECTOR	
Alice C l'Anson Widdows	alice.widdows@boatinternationalmedia.com
OPERATIONS MANAGER	
Rachel Alcock	rachel.alcock@boatinternationalmedia.com
MARKETING & EVENTS EXECUTIVE	
Holly Lunn	holly.lunn@boatinternationalmedia.com
EVENTS EXECUTIVE	
Alexis Davis	alexis.davis@boatinternationalmedia.com
SALES & EVENTS EXECUTIVE	
Guglielmo Carrozzo	guglielmo.carrozzo@boatinternationalmedia.com

BOAT INTERNATIONAL MEDIA LTD

ACCOUNTANT Mark Goulbourne	mark.goulbourne@integral2.net
CHIEF FINANCIAL OFFICER Iain Chisolm	iain.chisolm@boatinternationalmedia.com
PUBLISHING DIRECTOR Tony Euden	tony.euden@boatinternationalmedia.com
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TOM ISITT UK

While being a great admirer of beautiful lines and curves, there are times divine proportion (as in Greek temples or Chartres cathedral) is less important than a good hull and solid build-quality. Boating in the Solent in winter is one of those occasions, and I was grateful I was on a rugged trawler-yacht rather than a sports-cruiser. It may not be beautiful, but for all-weather boating the Nordhavn 76 is just the job.

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CAPTAIN JAMES PIZZARUSO
Arctic Circle

No matter how thorough your planning and organisation, little can prepare you for the isolation and exposure – the realisation that you are on the habitable margins of the planet – that accompanies a transit of the Northwest Passage. All around us was the wild. Yet we were comfortably and securely observing it all from a vessel (*Arcadia*) of excellent quality and proven reliability – a very reassuring feeling.

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ANDREW RICE Holland

Visiting the Amels yard in Vlissingen, it was staggering to see how far the build of the Amels 199 has progressed since I last wrote about the radical Tim Heywood design a year or so ago. Heywood hopes the audacious curves of the 199 will forge a new direction in superyacht design, and having seen her in the flesh, I hope so too.

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It's phenomenal the volume of food that yacht chefs serve, while being creative and catering for dozens of tastes

MONIKA KLUDAS Spain

Germania Nova is not the largest replica built, but its secrecy has caused much speculation. The research for historic accuracy was rewarded by her aesthetic look and the strong emotions while sailing her under clouds of canvas. Congratulations to the team who made her become reality.

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CAROLINE WHITE UK

As I slumped over a cold Formica desk in the *B*/office, I could hear tropical birds – transmitted via telephone from the Caribbean holiday of a broker; he was describing 2011's ups and downs for our market analysis of the year, this issue. Despite his glamorous location, he insisted he's never switched off. 'If I get a call from a client, I go,' he said. Yacht brokers are always plugged in – the very reason I was picking his brain.

Page 145

NATASHA RAJALINGAM UK

Working with some of the world's best chefs on the Galleys and Gourmets special has opened my eyes to a new dimension of cooking. The volume of food they serve, while being creative and catering for dozens of tastes, is phenomenal. The planning, budgeting and spatial consideration, not to mention keeping everyone happy are factors they have to think about every day.

Page 48





eye opener

Nice, 18.11.10

Juerg Kaufmann captures the perfect moment, as *Azzurra*, part of the Louis Vuitton Series in Nice, drops its spinnaker. 'It was the first race of that day, around 8am, and the sun was very low,' says Kaufmann. 'We got right to leeward of the mark and for a split second I had the spinnaker in front of me.' *Azzurra* went on to win the race – and the series.





Fast Yacht Support

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SEA AXE 3707



SEA AXE 5009



SEA AXE 6711

Revolutionary Heesen 65m build continues on schedule

► Construction is continuing apace on Heesen's largest ever project – reported in *Boat International* last year – with the hull and superstructure of the 65m joined in December.

The aluminium hull of YN 16465 was laid at Heesen's yard in Oss, the Netherlands, in February 2011 and after the joining the yacht was put in dry dock for outfitting. Delivery is scheduled for June 2013 and running on time.

The yacht's Fast Displacement Hull Form (FDHF) is the result of 20 years of study and tank testing by the Dutch naval architect Van Oossanen & Associates. Motor yachts of this size typically cruise at low speeds and only use top speed for short periods. The FDHF reduces resistance over the whole speed range – not just high speeds – thereby improving performance and reducing running costs.

Heesen used the 'friction-stir' technique – developed by NASA to create aluminium plates with uniform mechanical properties – to construct the yacht's sophisticated naval architecture. The result is a vessel the builder believes will be 30 per cent more efficient than a round-bilge motor yacht. Its maximum speed at half load is estimated at 27 knots, with a range of 4,500nm at 14 knots.

But the yacht is also exciting above the water. Frank Laupman of Omega Architects penned the superstructure's muscular exterior lines, while Bannenberg & Rowell's interior includes a duplex beach club that takes up a quarter of the main and lower decks. The main deck portion features a glass bottomed swimming pool, through which sunlight will dapple the bar below. The lower deck beach club has a 10m side-balcony and 22m swim platform, plus a sauna, hammam and shower. The yacht will accommodate 12 guests and 13 crew.

See the iPad app for a documentary and time lapse video of the build.

CONTACT Heesen tel: +31 (0)412 66 55 44 web www.heesenyachts.nl



Lürssen's 86.5m superyacht *Ace* in front of the yard in Rendsburg, Germany shortly after leaving the construction shed on 9 January

On the iPad this issue

Contents

Close



Look out for the iPad extras

This symbol (left) at the end of news items and features means you can delve further into the story with our iPad app, offering bonus pictures and video



Sunseeker at the London Boat Show

Glamourpuss Tamara Ecclestone may have cut the ribbon, but the star of the show was Sunseeker's 28m. See the iPad app for more pictures from the event



America's Cup

Our app features a video of British Olympic sailing legend Ben Ainslie launching his new racing team, including interviews with the key players



Musashi

Sit back and enjoy a better view of Feadship's extraordinary 88m superyacht *Musashi*, with our exclusive iPad app video of her under way



Hetairos

An extended image gallery on our iPad app offers a further peek behind the scenes during the making of this 66m by Baltic Yachts, as well as the finished product



Germania Nova

The quest to build a replica of the 1908 sailing yacht *Germania* involved painstaking research. There are more pictures of the beautiful result on the iPad app



Nordhavn 76

Visit our iPad app to see more of the sturdy, utilitarian 23m Nordhavn explorer, designed and built by Pacific Asian Enterprises for adventurous owners



Amels 199

Construction of the first Amels 199 is progressing even better than expected. See the extended image gallery on the iPad for more on this Tim Heywood design



Concours de Chef

Go to our iPad app for more photos of the fun, the action and the mouth-watering dishes from this year's chefs' competition at the Antigua Charter Yacht Show



Ocean Traveller

Join *Arcadia* for more of her journey through the infamous Northwest Passage. Our iPad app features a picture gallery of the boat, wildlife and scenery



Emys expands its superyacht ambitions

► Young Italian yacht builder Emys has revealed it is working on plans for a 35m motor yacht based on its 22-31m models, which are themselves designed to larger superyacht standards of safety and quality.

The startup has been asked to design the bigger yacht in the style of the range it already offers: 31m, 26m and 22m, one of which is in build at its Pisa yard, with delivery expected this year. The 35m will feature a diesel-electric hybrid engine and an azimuth propulsion thruster.

Matteo Zanoni, founder of Emys, has 25 years of experience in the superyacht industry, having worked as a captain and after-sales consultant with Benetti Sail Division, and as a captain and owner representative with Baglietto and Palmer Johnson. He has brought an insistence on heavy duty, sturdy mechanics to Emys, which prides itself on the security, reliability and comfort of its designs, all based on the same style of high-strength steel displacement hull.

'Security is offered by the hull,' says Zanoni, 'and the yachts are designed to be reliable because all the systems have been studied in

detail and treated as if they were part of a large yacht – and all the vital systems are doubled. Comfort is ensured by high acoustic insulation and a stabilisation system in navigation and when at anchor. These were highly effective when studied in a test tank.'

Measures to enhance comfort throughout the range include an exhaust silencer, bulkhead partitions made of sound-reducing materials and sand-filled pillars to reduce unintended 'broadcasting' of noise. Meanwhile anti-roll fins and soundproofed electronic stabilisers improve seakeeping, and a prominent hull bulb, with a flared bow above the waterline, further enhances seakeeping with low pitch and shudder.

Even the 22m has a 23,000 litre diesel tank and offers an Atlantic range. The yachts are designed with Maltese cross certified hulls, and are classified as Rina Class, Green Star Plus and Comfort Class (all subject to confirmation once built). Emys wants to retain the family look of the exteriors, but with the exception of structural bulkheads, interiors are entirely customisable to clients' wishes. 📌

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CNB 105' GRAND BLEU

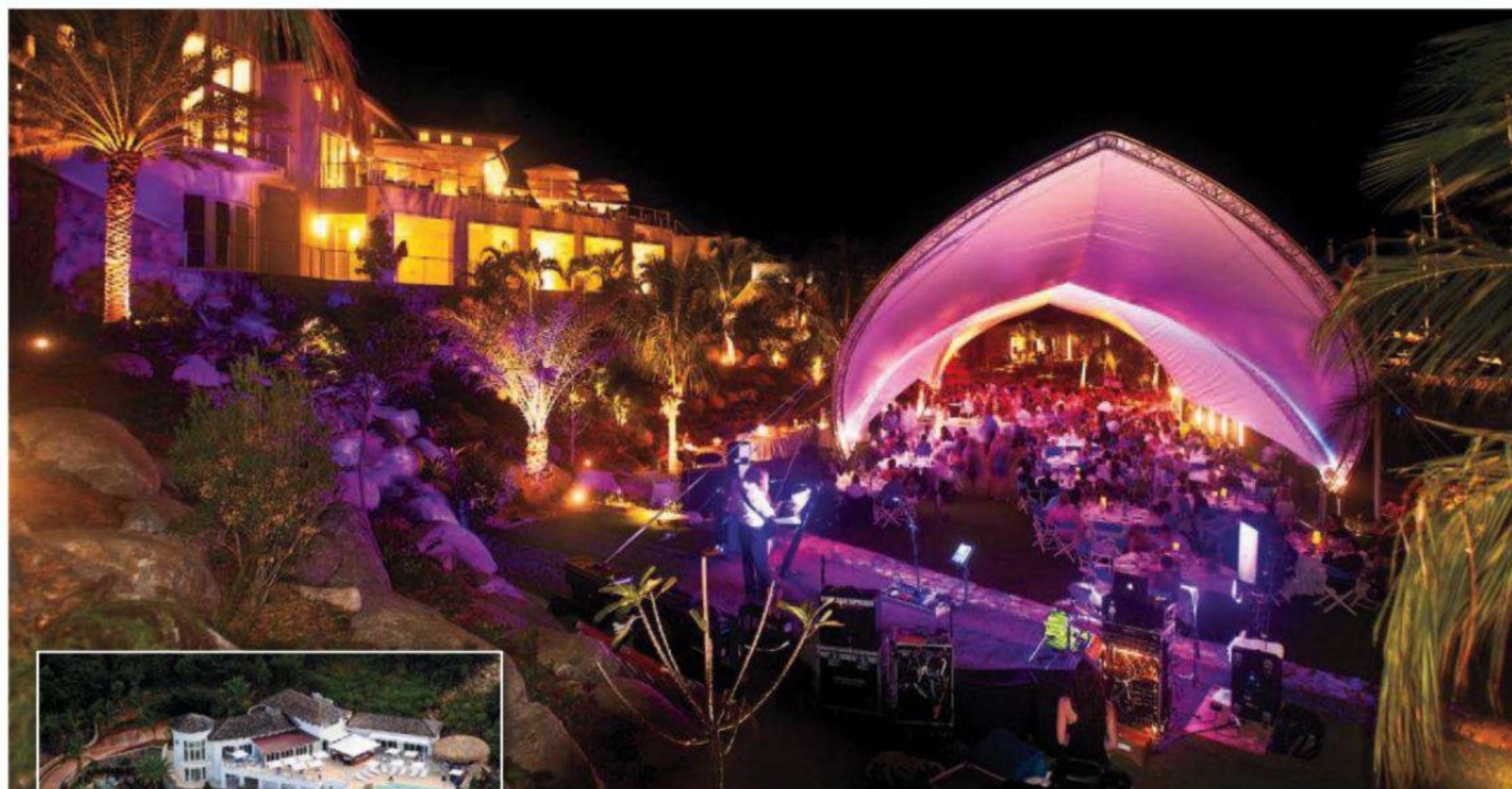
CNB

superyachts

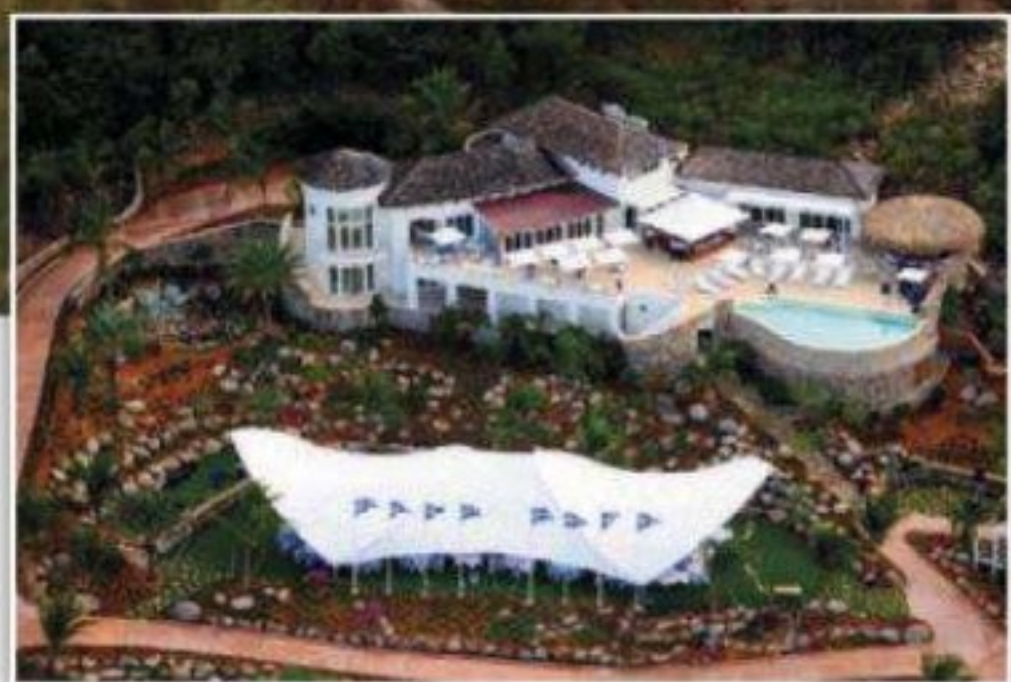
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TODD VANSICKLE



Clubhouse inauguration crowns Caribbean's premiere yacht base

► The opening of the clubhouse at the Yacht Club Costa Smeralda (YCCS) Virgin Gorda, has set the jewel in the crown of what is likely to become the Caribbean's premiere yachting venue.

About 300 people attended the opening ceremony in January, including HRH the Aga Khan, president of the YCCS. The T-shaped dock in North Sound was full to capacity and hosted superyachts including the 49.7m *Zefira*, named sailing yacht of the year at the 2011 World Superyacht Awards; 56m Perini Navi ketch *Asahi*; 44m fast-cruising sloop *Salperton*; 52m ketch *Mondango*; 65m Benetti motor yacht *Seanna*; 87.78m motor yacht *Musashi*, the largest Feadship to date (see p64); and 40m Westport motor yacht *Resolute*, owned by David V Johnson, chairman of luxury real estate company Victor International, which developed the site.

'I wanted to find a place I could use as a Caribbean base and we spent 10 years going to 13 countries and studying the governments and the people, but we continued coming back to the BVI,' says Johnson. 'Physical beauty, cruising waters, the natural harbour effects of North Sound, government stability, safety – the BVI won in every category.'

'We built the dock marina to meet all the technical specifications to handle superyachts like *Musashi*. With the clubhouse we wanted a home base that would handle both member events and special regattas. Along the way we teamed up with YCCS in Porto Cervo and they have

exceeded our expectations. The end result is a spectacular clubhouse, a magnificent event lawn that will seat 400 people and a venue that can handle any kind of event.'

Guests at the opening enjoyed a ceremony followed by drinks on the clubhouse terrace and dinner on the lawn, which will host all on-shore functions related to major sailing events. The light and airy building has been constructed to make the most of spectacular views over North Sound, and has a relaxed ambience. It features a restaurant capable of hosting up to 150 people, a pool, boutique, gym, wine bar and a further amenity outside that one guest described as 'the most beautiful bar in the Caribbean'.

The club was built by Victor International on a private peninsula in North Sound and is operated by the experienced yachting hands at YCCS – whose club on the Sardinian coast is regarded as one of the world's finest for both its superyacht and leisure facilities. The YCCS Virgin Gorda has a marina with 38 slips for yachts of up to 100m in length and 9m in draught. It offers onboard provisioning services, crew facilities and on-site customs clearance.

The site is also linked to the new Oil Nut Bay community and Beach Club, as well as Biras Creek Resort, a Relais & Chateaux property to which YCCS yacht owners and guests have access.



Potential series inspired by 49m Gobbi yacht build

► Construction is under way on the 49m Prince Shark motor yacht, with an associated series in the pipeline, designer Enrico Gobbi has revealed exclusively to *Boat International*.

Work began on the custom yacht at Rossi Navi's Viareggio yard in September 2011, and the aluminium hull is at an advanced stage of construction. It is due to be delivered in March 2013.

'We designed this yacht for a customer of the shipyard, but since then there have been many other requests to the shipyard for this design,' says Gobbi, of Team For Design by Enrico Gobbi. 'We're now planning to design a smaller version of 42m and a larger version of about 50m.'

Gobbi believes the design's popularity is due to its smooth exterior

lines and large interior spaces. Both were responses to the client's requests – the exterior lines concealing, to some extent, the yacht's volume. In this vein the 45 degree angled windshield gives the boat what Gobbi calls a 'military' edge, as well as allowing extra space for the large sun area, featuring a grand spa pool with a waterfall and sunpads. Views have been maximised on the sundeck where the superstructure rises to frame crystal glass side panels.

There is a formal main deck saloon, an upper deck 'chill-out' saloon and six cabins themed after gems (green styling for emerald, for example).

The yacht will have two MTU 12V4000 engines offering a top speed of 23 knots, a cruising speed of 19 knots and a 3,500nm range at 10-11 knots.

CONTACT: Team For Design by Enrico Gobbi [tel: +39 41 894 1038](tel:+39418941038) [email: t4dvenice@teamfordesign.com](mailto:t4dvenice@teamfordesign.com) [web: teamfordesign.com](http://teamfordesign.com)

Star turn for Sunseeker at London Boat Show



► The Tullet Prebon London Boat Show was opened on 6 January by Tamara Ecclestone, middle daughter of Bernie Ecclestone – famous for being the middle daughter of Bernie Ecclestone and for having more than 200 pairs of shoes.

But the real star was Sunseeker's 28m Yacht, launched at the show.

'At the larger end there are distinct Predator clients and distinct Yacht (the branded range) clients,' says Sunseeker designer Ewen Foster, 'but in the mid-range there are clients who love the Predator look but want more space.'

'With the 28m we decided to try and

bridge the gap, to make a boat that was still a Sunseeker but wasn't obviously a Predator or a Yacht.'

The 28m features the extensive use of carbon fibre, part of an ongoing policy that lets Sunseeker save weight and costs, while allowing smaller, more economical engines without a loss of performance.

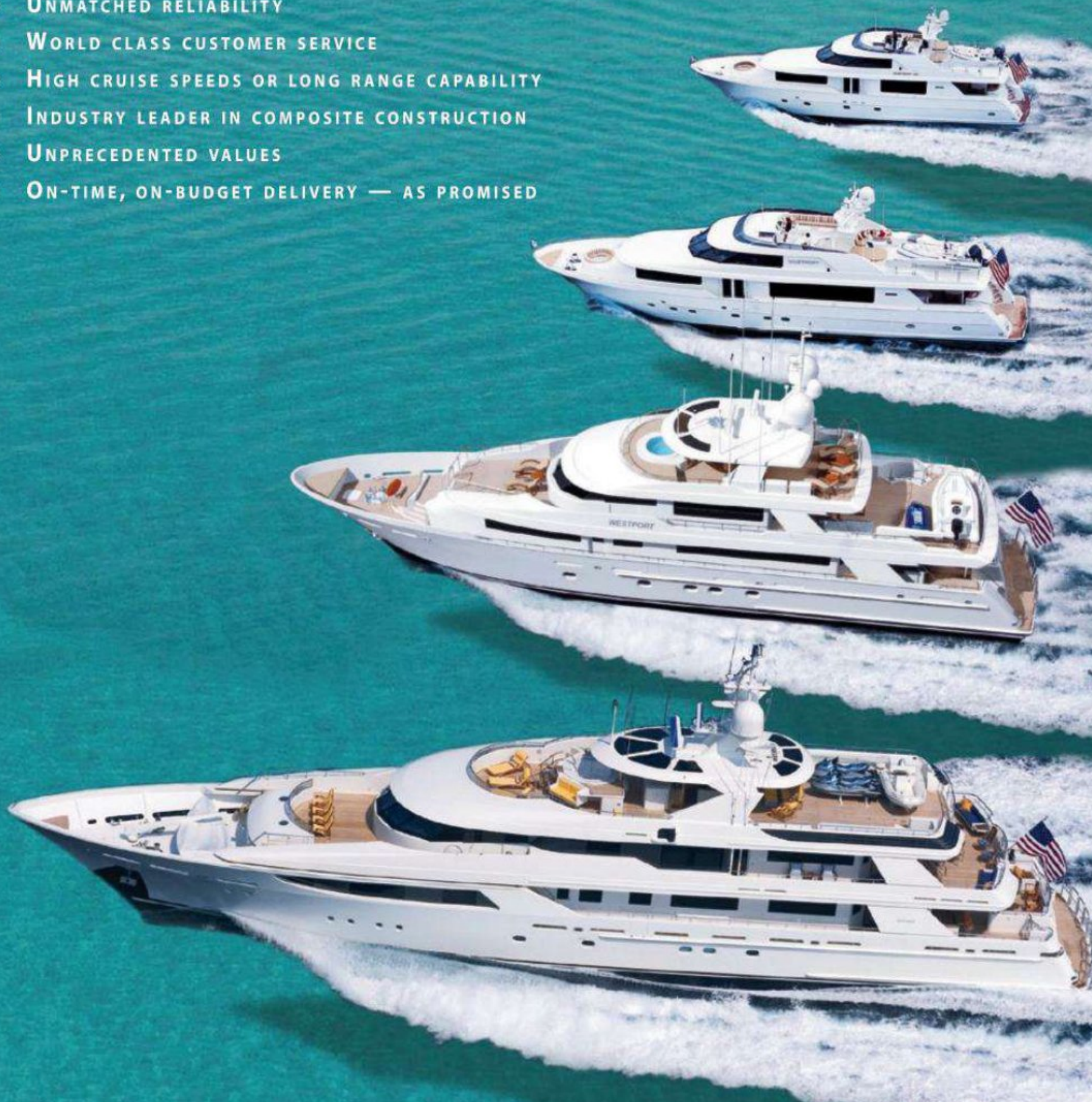


CONTACT: Sunseeker [tel: +44 \(0\)1202 381 111](tel:+441202381111) [email: info@sunseeker.com](mailto:info@sunseeker.com) [web: sunseeker.com](http://sunseeker.com)

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The World
Superyacht Awards
FINALIST
2012



MONACO TO ST. TROPEZ IN 59 MINUTES...

This is Shooting Star, designed by Espen Øino and built by Danish Yachts.

For more information on Danish Yachts, please contact info@danishyachts.com.

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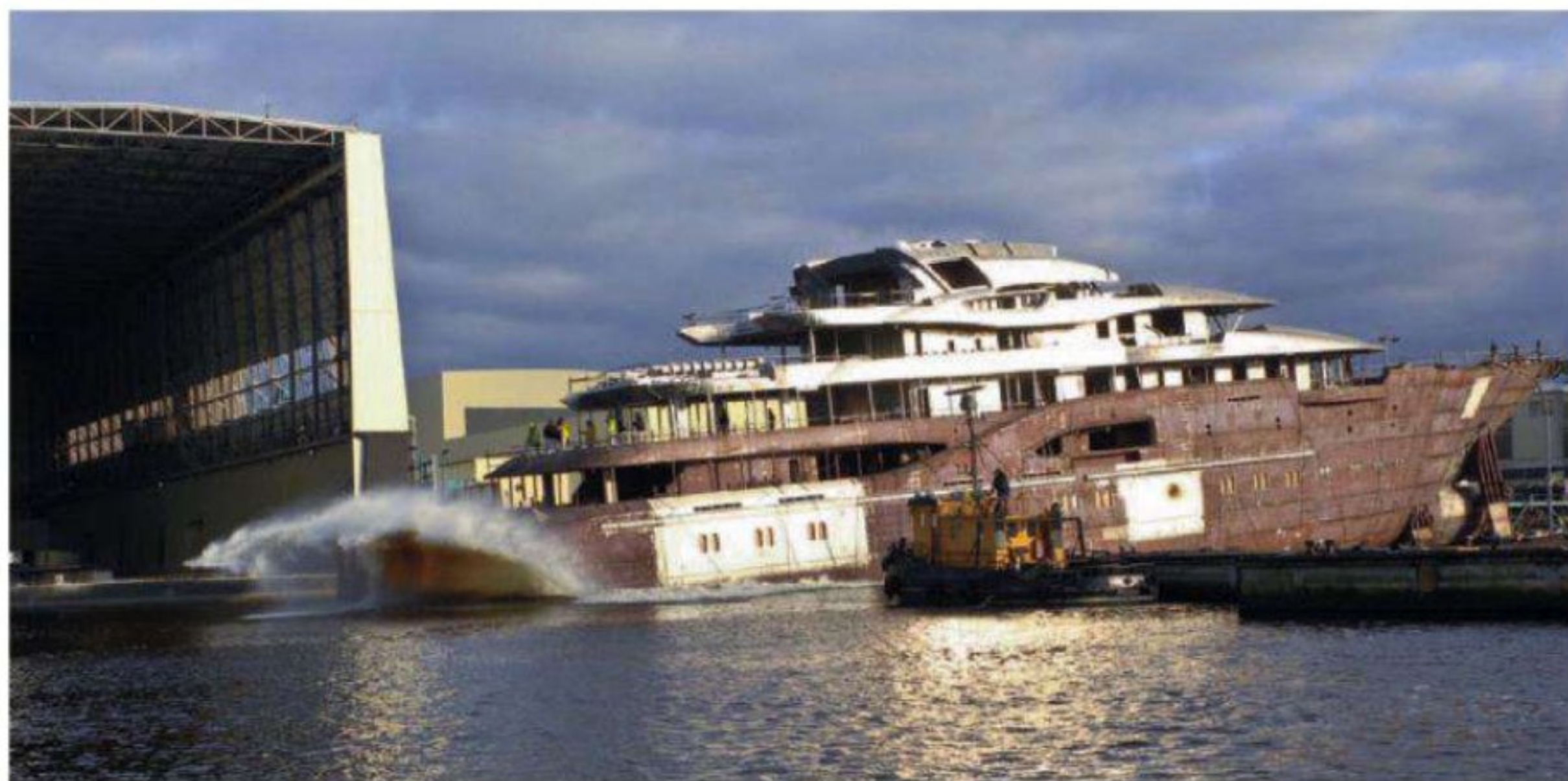


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The biggest stories from the web pages of boatinternational.com/news

The news on boatinternational.com

hot topics



Niki Following *Ace* down Lürssen's Rendsburg slipway, the unfinished 85m *Niki* made a splash as she was transferred to another shed at the yard. The yacht's exterior was designed by Espen Øino and her interior by Aileen Rodriguez and she is due for delivery in summer 2013. Keep an eye on the *BI* website for further updates



Ferretti The Italian builder has been sold to the SHIG-Weichai Group, a Chinese state-owned conglomerate. The headquarters and production will stay in Italy, but it will focus on expansion into emerging markets



Diamonds are Forever
John Staluppi's 61m Benetti was launched with a spectacular ceremony featuring a Bond-themed action sequence

yard round-up

- The 67.27m *Drizzle*, inspired by classic Feadship *Twizzle*, was launched at the Koninklijke De Vries Scheepsbouw yard; Heesen has sold its 50m all-aluminium Project Ventura, scheduled for delivery in spring 2013; the yard has also delivered its 55m flagship *Serenity*, which it says has '50 per cent more volume' than other yachts of her size

design round-up

- The 54m explorer project Chuggaboom has rugged exterior lines penned by Vripack and heavily influenced by her owner; the Triton 3300/3 submarine features the largest acrylic sphere ever made for a submersible; Philippe Briand's 51.8m flybridge sloop and 53m flybridge ketch combines sail power with comfortable living spaces

top 5 most read



Ace

The eagerly awaited first launch of 2012 was this Andrew Winch-designed 87m Lürssen

Reverie

A \$10m chunk has been cut from the price of this 70m Benetti, which is now on offer for \$65m

Northern Light

Brokers from Burgess and YPI have sold this classic, mahogany-panelled 46m Feadship

Megaway 128

The recently launched 39m tri-deck is only the eighth superyacht ever to be built by a Singaporean yard

Moonen 100

Vripack has revealed details of the robust 31m, in build after a design process that efficiently incorporated owner requests

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YACHT CLUB COSTA SMERALDA



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Registration is now open to motor and sailing yachts of over 80ft in length
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The Caribbean Superyacht Regatta & Rendezvous

14-17 March 2012 Yacht Club Costa Smeralda, Virgin Gorda

► The Yacht Club Costa Smeralda's new Caribbean Clubhouse in Virgin Gorda, British Virgin Islands officially opened on 3 January, with a celebration of spectacular style (see the full news story on [page 26](#)). The new yacht club and marina in North Sound is now fully ready to welcome the fleet of superyachts that will attend the second edition of the Caribbean Superyacht Regatta and Rendezvous in March.

Sailing yachts will race around the stunning archipelago, while the motor yachts follow the fleet so guests on board can enjoy the spectacle and take in the beautiful surroundings. Motor and sailing yacht owners will come together each evening with their families

and guests for fun activities, parties and dinners hosted at the wonderful new YCCS Clubhouse and at Oil Nut Bay luxury resort.

The event looks set to be a highlight of the Caribbean season, with a spectacular fleet of yachts registered to participate, including sailing yachts *Bliss*, *Ganesha*, *Hanuman*, *Indio*, *Lady B*, *Marie*, [P2](#), *Salperton*, *Zefira* and *Zefiro* as well as motor yachts *Chanticleer*, *Migrations*, *Resolute*, *Satori*, *Stellar* and *Victory*.

To be a part of this exciting event you can find more information and register online at superyachtregattaandrendezvous.com/register. Open to sailing and motor yachts with a LOA over 80 feet (24.3m).

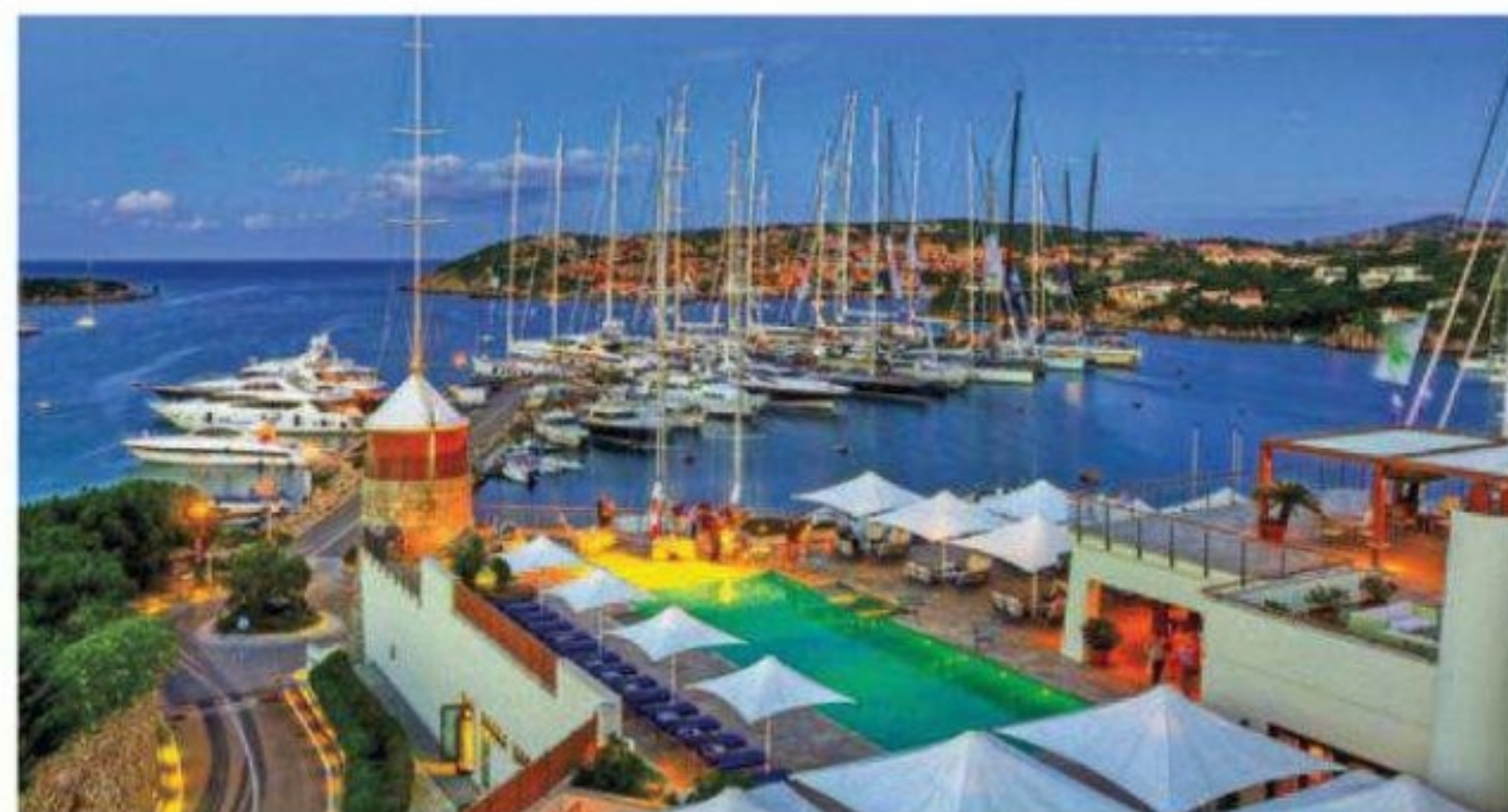
Loro Piana Superyacht Regatta

4-9 June 2012

► The prestigious Loro Piana Superyacht Regatta again takes place in June, in the stunning waters of Sardinia's Emerald Coast. The Yacht Club Costa Smeralda will host the event, now in its fifth year and one of the most popular superyacht regattas on the calendar.

Last year saw a fleet of almost 30 yachts take to the waters to compete for the coveted Loro Piana Prize Overall, the Silver Jubilee Cup by Boat International Media. The regatta has been extended to include five race days for 2012 and the keen interest being shown by yachts so far suggests we will have yet another diverse and impressive fleet of superyachts in attendance.

Entries are being accepted for yachts with a LOA above 24m, through the website loropianasuperyachtregatta.com.





14 – 17 MARCH

**Caribbean Superyacht
Regatta & Rendezvous**
Virgin Gorda, British
Virgin Islands



5 MAY

World Superyacht Awards
Istanbul, Turkey



4 – 9 JUNE

**Loro Piana
Superyacht Regatta**
Porto Cervo, Sardinia



21 – 24 JUNE

The Rendezvous in Monaco
Principality of Monaco



22 JUNE

ShowBoats Design Awards
Principality of Monaco

The Rendezvous in Monaco

21-24 June 2012

► The 22nd edition of The Rendezvous in Monaco this coming June will once again attract some of the finest luxury motor yachts on the water to Monte Carlo, for four days of yachts and fun in Europe's most glamorous yachting destination.

The Rendezvous provides an opportunity for superyacht owners to enjoy their yachts to the maximum and socialise with like-minded peers in a relaxed and privatised setting along the exclusive French Riviera.

An exciting on-the-water programme includes two spectacular cruises to Saint-Jean-Cap-Ferrat and Cap d'Antibes, and a treasure hunt by tender around the port of Monaco. On land, guests will attend a succession of glamorous cocktail parties and participate in a host of activities including cocktail competitions, spa and beauty and have the exclusive opportunity to cook with a celebrity chef in their own galley.

In 2012 the third annual ShowBoats Design Awards relocates from Palm Beach to the heart of superyachting in Monaco, and will be held on the second evening of the Rendezvous programme. Many of the newly launched finalist yachts will be in attendance, taking their place in the line-up and joining in the yachting festivities.

Register your interest in participating online at superyachtrendezvous.com.



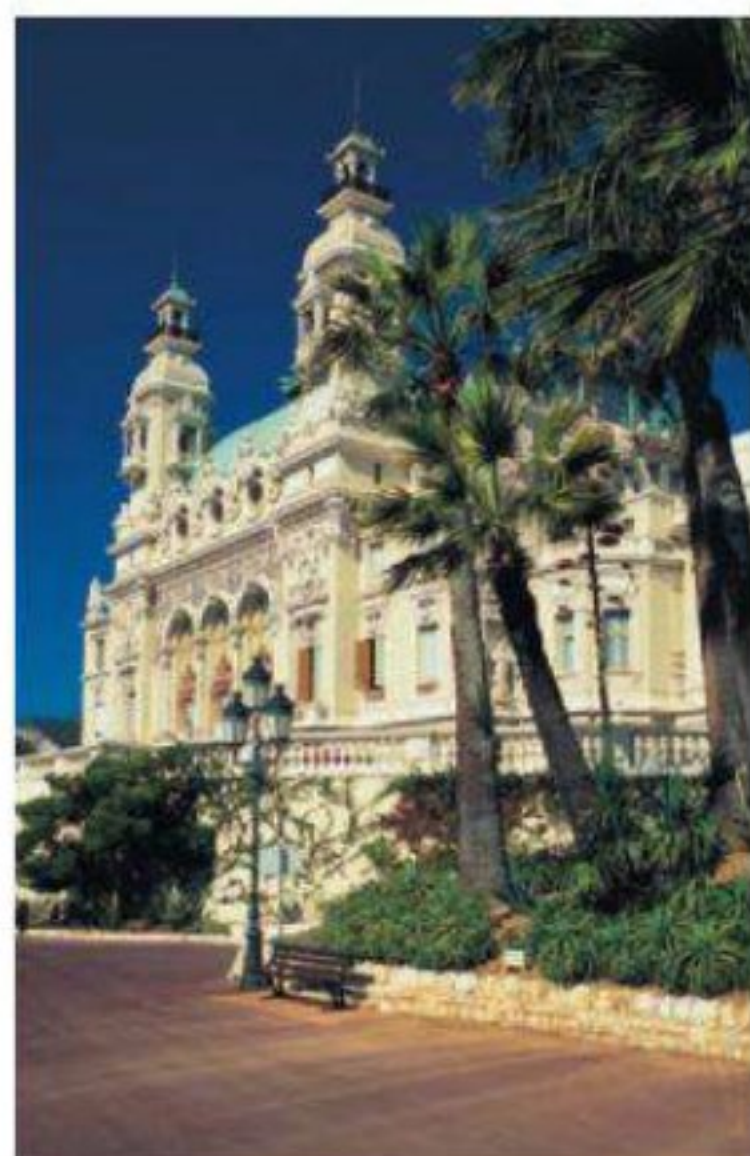
The ShowBoats Design Awards

22 June 2012 Monaco

► The third annual ShowBoats Design Awards will honour the creative talents behind the most innovative, elegant and inspiring yachts delivered in 2011, at a glittering gala evening to be held at Monaco Opera House on 22 June 2012. There are now only few weeks remaining to submit your nominations before the closing date of 15 February 2012.

Superyacht owners, designers and luminaries of the yachting industry will attend the prize giving, where the golden neptune trophies are presented to the winners during a spectacular evening of fine dining and entertainment.

The full list of categories, entry requirements and details on how to attend the gala evening can be found on the ShowBoats Design Awards website. Make your nominations and book your tickets now at showboatsdesignawards.com.



Young designer of the year award 2012

Closing 9 May 2012

► Over 20 young designers have already registered to participate in this year's Young Designer of the Year Award, sponsored by Camper & Nicholsons International.

A new task has been set in 2012, which allows practising yacht design students and recent graduates to fulfil a realistic client request.

The winner will be chosen by a panel of internationally known yacht designers and receive €5,000 prize money, as well as the golden neptune trophy.

The competition brief, rules and entry requirements are available to download at showboatsdesignawards.com/young-designer

World Superyacht Awards 2012

THE FINALISTS

Displacement Motor Yacht of 3,000GT and above (approx 85m+)

YACHT NAME	LOA	BUILDER	NAVAL ARCHITECT	EXTERIOR STYLIST	INTERIOR DESIGNER
<i>Serene</i>	133.9m	Fincantieri Yachts	Fincantieri Yachts	Espen Oeino International	Reymond Langton Design

Displacement Motor Yacht of 1,300GT to 2,999GT (approx 60m – 84m)

YACHT NAME	LOA	BUILDER	NAVAL ARCHITECT	EXTERIOR STYLIST	INTERIOR DESIGNER
<i>Air</i>	81m	Feadship-Kon De Vries	De Voogt NA	Studio De Voogt	Rémi Tessier
<i>Imagine</i>	65.5m	Amels	Tim Heywood Designs	Tim Heywood Designs	Andrew Winch Designs
<i>Lady Britt</i>	63m	Feadship-Kon De Vries	De Voogt NA	De Voogt NA	Redman Whiteley Dixon
<i>Numptia</i>	70m	Rossi Navi	AXIS	Design Studio Spadolini	Salvagni Architects
<i>Sapphire</i>	73.5m	Nobiskrug	Nobiskrug	Newcruise	Newcruise
<i>Seanna</i>	65m	Benetti	Benetti	Redman Whiteley Dixon	Redman Whiteley Dixon/Sue Young
<i>Talisman C</i>	70.54m	Proteksan-Turquoise	Proteksan-Turquoise	H2 Yacht Design	H2 Yacht Design
<i>Tango</i>	77.7m	Feadship-Royal van Lent	De Voogt NA	Eidsgaard Design	Eidsgaard Design

Displacement Motor Yacht of 500GT to 1,299GT (approx 50m – 59m)

YACHT NAME	LOA	BUILDER	NAVAL ARCHITECT	EXTERIOR STYLIST	INTERIOR DESIGNER
<i>Darlings Danama</i>	59.5m	CRN Shipyard	CRN Engineering	Zuccon International Project	Arch. C & A Negoescu
<i>Diamonds Are Forever</i>	60.8m	Benetti	Benetti	Stefano Natucci	Evan K Marshall/Usonia V
<i>Galileo G</i>	55m	Picchiotti-Perini Navi	Philippe Briand	Vitruvius Ltd	Perini Navi
<i>Harbour Island</i>	55m	Newcastle Shipyards	Murray and Associates	Murray and Associates	Claudette Bonville Associates
<i>Kaiser</i>	60m	Abeking & Rasmussen	Abeking & Rasmussen	Donald Starkey Designs	Bannenberg & Rowell Design
<i>Prima</i>	53.7m	Palumbo	Hydro Tec	Hydro Tec	Design Studio Spadolini
<i>Turquoise</i>	55.4m	Proteksan-Turquoise	Dubois Naval Architects	Dubois Naval Architects	HOK Design/Suntay Design
<i>Yogi</i>	60.2m	Proteksan-Turquoise	Proteksan-Turquoise	Proteksan-Turquoise/Jean Guy Verges	Jean Guy Verges

Displacement Motor Yacht of below 500GT (30m to approx 49.9m)

YACHT NAME	LOA	BUILDER	NAVAL ARCHITECT	EXTERIOR STYLIST	INTERIOR DESIGNER
<i>Axantha II</i>	43m	JFA Yachts	Vripack	Vripack	Owner/Vripack/JFA Yachts
<i>Codecasa 42 Vintage</i>	42.5m	Codecasa	Codecasa	Codecasa	Della Role
<i>E&E</i>	42.09m	CIZGI Yacht	Endaze Marine Engineering	Vripack	Art-Line Interiors/ALG Design
<i>Helix</i>	44.65m	Feadship-Royal van Lent	De Voogt NA	De Voogt NA/Sinot Design	Sinot Design
<i>Karia</i>	45m	RMK Marine	Ron Holland Design	Ron Holland Design	Design Unlimited
<i>Liberty</i>	50m	ISA	ISA	Andrea Vallicelli	Stefania Biondo Della Casapiccola
<i>Bartender (ex-Nomade)</i>	36.4m	Tansu	Kerim Acar	Tansu	Tansu
<i>Snowbird</i>	39m	Hakvoort Shipyard	Azure NA	Cor D Rover	Illuminus Design Group/David Ostrander
<i>Told U So</i>	44.2m	Benetti	Benetti	Stefano Righini	Molori Design

Two-deck & Open Semi-displacement or Planing Motor Yachts

YACHT NAME	LOA	BUILDER	NAVAL ARCHITECT	EXTERIOR STYLIST	INTERIOR DESIGNER
<i>Doubleshot</i>	36.5m	Tecnomar	Tecnomar	Centro Stile Tecnomar/ I Marinopoulos (interior and exterior)	
<i>Dream Tim II</i>	39.65m	Overmarine Group	Overmarine Group	Stefano Righini	Overmarine Group
<i>Le Caprice IV</i>	33.23m	Ferretti Group	AYT-Ferretti Group	Fulvio De Simoni	Fulvio De Simoni/Centro Stile-Ferretti
<i>O'Pati</i>	39.47m	Golden Yachts	Hydro Tec	Studio Vafiadis	Studio Vafiadis
<i>Platinum 77</i>	35.5m	Benetti	Benetti	Stefano Righini	Carlo Galeazzi
<i>Sharq</i>	49.9m	Overmarine Group	Overmarine Group	Stefano Righini	Overmarine Group
<i>Shooting Star</i>	38m	Danish Yachts	Espen Oeino Int'l/ Danish Yachts	Espen Oeino International	Art-Line

Raised pilot house Semi-displacement or Planing Motor Yachts

YACHT NAME	LOA	BUILDER	NAVAL ARCHITECT	EXTERIOR STYLIST	INTERIOR DESIGNER
<i>Aurelia</i>	37m	Heesen Yachts	Heesen Yachts	Omega Architects	Bannenberg & Rowell Design
<i>Black Gold</i>	34m	Westport Shipyard	Jack Sarin	Westport Shipyard /Taylor Olsen	Westport Shipyard
<i>Desta</i>	30.6m	CRN Shipyard/Ferretti Group	AYT-Ferretti Group	Zuccon International Project	Centro Stile-Ferretti Group
<i>Le Gypsy</i>	31.7m	Sanlorenzo	Sanlorenzo	Francesco Paszkowski	Sanlorenzo
<i>Muses</i>	36.58m	Horizon Group	Horizon Premier Yachtworks	JC Espinosa	Hemuid Design Studio
<i>Never Say Never</i>	39.12m	Sunseeker International	Don Shead/Sunseeker International	Sunseeker International	Ken Freivokh Design

DUE TO THE OVERWHELMING NUMBER OF NOMINATIONS RECEIVED, BOAT INTERNATIONAL MEDIA'S EXPERT TEAM OF EDITORS HAVE REFINED THE NOMINEES TO AN OUTSTANDING LIST OF WORLD SUPERYACHT AWARDS FINALISTS

Three-deck Semi-displacement or Planing Motor Yachts

YACHT NAME	LOA	BUILDER	NAVAL ARCHITECT	EXTERIOR STYLIST	INTERIOR DESIGNER
<i>Alexander Again</i>	49.15m	Mondo Marine	Mondo Marine Engineering	Studio Vafiadis	Luca Dini Design
<i>Angara</i>	41.45m	Horizon Group	Horizon Premier YachtWorks	JC Espinosa	Schnaase Interior Design/Horizon Group
<i>Carpe Diem</i>	58m	Trinity Yachts	Trinity Yachts	Geoff van Aller/Trinity Yachts	Carol Williamson
<i>Quinta Essentia</i>	55m	Heesen Yachts	Heesen Yachts/VOA	Omega Architects	Ken Freivokh/Michaela Reverberi
<i>Satori</i>	50m	Heesen Yachts	Heesen Yachts/VOA	Omega Architects	Rémi Tessier
<i>Tatiana</i>	44.88m	Bilgin Yachts	Berkay Yilmaz	Joachim Kinder	Joachim Kinder
<i>Zaliv III</i>	49.36m	Mondo Marine	Mondo Marine	Studio Vafiadis	Luca Dini Design

SAILING YACHT AWARDS

Sailing Yacht in 40m+ size range

YACHT NAME	LOA	BUILDER	NAVAL ARCHITECT	EXTERIOR STYLIST	INTERIOR DESIGNER
<i>Christopher</i>	46m	Pendennis	Ron Holland Design	Ron Holland Design	Ron Holland Design/Courtney & Co/Pendennis
<i>Fidelis</i>	56m	Perini Navi	Perini Navi/Ron Holland Design	Perini Navi	Perini Navi
<i>Hemisphere</i>	44.2m	Pendennis	Van Peteghem Lauriot Prévost	Van Peteghem Lauriot Prévost	Michael Leach Design
<i>Hetairos</i>	66.7m	Baltic Yachts	Dykstra & Partners/Reichel Pugh	Dykstra & Partners	Rhoades Young Design
<i>Infinity</i>	46m	Cobra Yacht	Cobra Yacht	Cobra Yacht	Cobra Yacht
<i>Regina</i>	56m	Pruva Yachting	Ayberk Apaydin	Pruva Yachting	Pruva Yachting
<i>Sarissa</i>	42.6m	Vitters Shipyard	Tripp Design	Tripp Design	Rhoades Young Design
<i>Vertigo</i>	67.2m	Alloy Yachts	Philippe Briand	Philippe Briand	Christian Liaigre Yacht Design

Sailing Yacht in 30m to 40m size range

YACHT NAME	LOA	BUILDER	NAVAL ARCHITECT	EXTERIOR STYLIST	INTERIOR DESIGNER
<i>Akalam</i>	32m	Pendennis	Barracuda Yacht Design	Barracuda Yacht Design /Javier Munoz	Javier Munoz
<i>Antares III</i>	30m	Yachting Developments	Dixon Yacht Design	Dixon Yacht Design	Rhoades Young Design
<i>Canova</i>	35.78m	Baltic Yachts	Judel Vrolijk & Co	Judel Vrolijk & Co	R&J Design/Baltic Yachts
<i>Firefly</i>	35.05m	Claasen Shipyards	Hoek Design Naval Architects	Hoek Design Naval Architects	Hoek Design Naval Architects
<i>Sarafin</i>	30.8m	Oyster Marine/RMK Marine	Dubois Naval Architects	Dubois Naval Architects	Oyster Marine Interior Design Team/Polly Sturgess

REFITTED YACHT

YACHT NAME	LOA	BUILDER	REFIT YARD	NAVAL ARCHITECT	EXTERIOR STYLIST	INTERIOR DESIGNER
<i>Athena</i>	79.25m	Royal Huisman	Orams Marine Services	Dykstra & Partners/PB Design	Dykstra & Partners	PB Design/Rebecca Bradley
<i>Destination</i>	41m	Alloy Yachts	Trappman Interior		Owner	Reymond Langton Design
<i>Mystere Shadow</i>	47.55m	Houma Shipyards	Monaco Marine	Robert McFarlane	Pastrovich Studio	Pastrovich Studio

VOYAGERS AWARD

Recognising an owner that has made extensive use of his yacht in long distance voyaging and exploration over the past few years.

Nominations close on 27 February 2012.

LEGACY AWARD

Honouring an individual who has made an outstanding contribution to the superyacht industry over many years.

Nominations close on 27 February 2012.

Over two days of tough deliberation, Boat International Media's expert teams of editors have refined the nominees to an elite list of World Superyacht Awards Finalists who now stand in contention to receive a coveted neptune trophy.

Many congratulations to all of the owners and the teams responsible for these exceptional yachts. To be shortlisted as Finalist in the World Superyacht Awards – the most highly contested and prestigious prize in the industry – is a fantastic achievement.

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Asia Superyacht Rendezvous

Superyacht splendour shines on Phuket

► The 2011 Asia Superyacht Rendezvous attracted some of the world's most impressive luxury yachts to Phuket from 16-18 December, in a weekend of sophisticated fun and friendly competition.

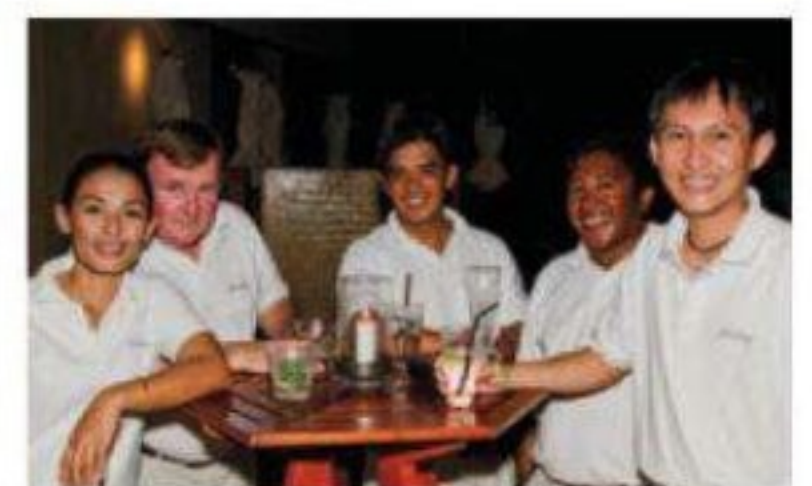
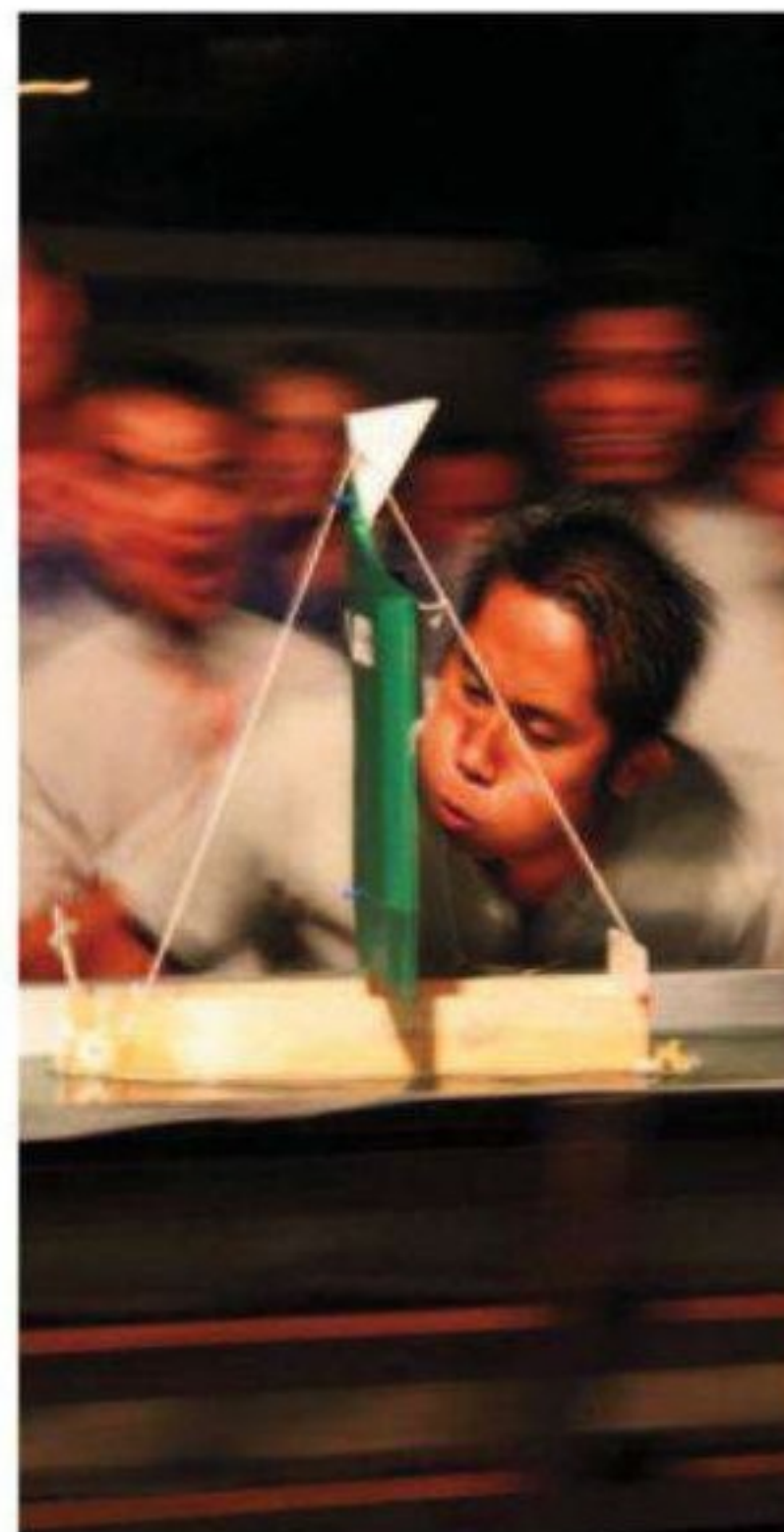
Surin Bay provides a spectacular backdrop for this annual event, now in its 11th edition. This year's guest list featured an impressive display of marine magnificence including local motor yachts *Andara*, *Celebrity* and *Happy*, joined by a parade of global motor giants including *Onyx*, *Maverick*, *Aveline*, *Hye Seas 2* and *Cavallino*, as well as two elegant sailing yachts, *Ciliam* and *Silandra V* that would later take centre stage in two days of racing on the Andaman Sea.

A first-class social programme complemented the racing, which included a Welcome Cocktail Yacht Hop, the famous 'Feadship Challenge' boat-building contest and The Rendezvous Booty, a fun filled treasure hunt by tender, designed for kids and adults alike, to make the most of Phuket's fabulous beaches and bays.

The glittering finale was the Boat International Media VIP Gala Dinner, held in the spectacular setting of The Surin. Thai dancing and live music performances added to the extravagant ambiance, while guests enjoyed a lavish buffet served overlooking the beauty of Thailand's coastline.

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ITALIAN ART ON THE SEA



words: Andrew Rice

photography: Lloyd Images/BAR; Gilles Martin-Raget/ACEA



UK sailing legend Ben Ainslie will follow the London Olympics by skippering his own Oracle-backed AC45 in the World Series

Back at the America's Cup World Series event in Plymouth last September, Russell Coutts wondered aloud why a sailing nation as great as Great Britain couldn't produce a team to race in the America's Cup.

In the absence of other options, Coutts appears to have answered his own question by giving Ben Ainslie the wherewithal to create his own team. Ainslie is the hottest property in sailing, the 34-year-old Briton having already won an Olympic silver medal followed by three golds. He is clear favourite to win another gold in the Finn class this summer at the Olympic regatta in Weymouth. If he does so, it will make Ainslie the greatest Olympic sailor of all time, more prolific even than the legendary Paul Elvstrom of Denmark.

A whole host of media and sponsorship opportunities will beckon Ainslie in the days and weeks after the Olympics, though he will have no time for idle chat on TV chat shows. Instead, he will be hot-footing it straight out of Weymouth over to San Francisco to compete as the skipper of his own AC45 catamaran, under the banner of Ben Ainslie Racing.

After being wooed by a number of Cup teams, Ainslie was persuaded to sign for the wealthiest, Larry Ellison's Oracle Racing. In a team already bulging to the gunnels with talent, it's hard to see exactly where Ainslie will fit in. His first foray into catamaran racing, three regattas at the helm of Oman Sail's Extreme 40 in the Extreme Sailing Series last

autumn, showed Ainslie is capable of adapting very quickly to the unique demands of high-speed multi sailing. But as to whether he can seriously threaten the incumbent James Spithill for the skipper's role – that seems highly unlikely in the short time-frame leading up to the Cup in 2013.



By Ainslie's standards, anything other than the skipper's job would be a bit-part role, whereas if he had signed for newly reignited Italian team Luna Rossa, he probably could have landed the plum job. So Coutts dangled the additional carrot of Ainslie running his own team on the ACWS circuit under his own brand name. Oracle will underwrite the £2.5 million cost of campaigning on the circuit, which gives Ainslie the launchpad to build his own full-blown campaign for the following America's Cup, the 35th edition.

This new venture will reunite Ainslie with former Alinghi team head Grant Simmer, the two having got to know and respect each other during the Team Origin project, the British America's Cup campaign that Sir Keith Mills folded two years ago when Oracle decided to take the Cup down the multihull route. Simmer and Ainslie were initially both critical of Coutts' new vision for the Cup, but now seem to have accepted it.

For Ainslie, it's good to be in the news again for positive reasons, after being ejected from the Finn World Championships in Perth just before Christmas. When a TV boat persisted in getting in his way during one of the final races of the regatta, Ainslie's Finn was swamped by the stern wave of the intrusive media boat. This sent the 95kg muscle mountain into a raging fury, diving off his dinghy after the race, hauling himself on board the TV boat to give the crew a piece of his mind, and diving back to his Finn a few seconds later.

This breach of sportsmanlike conduct resulted in Ainslie being disqualified from both races that day, dropping him from first to 11th overall. He faces a further inquiry into the incident, although if the mass outpouring of sympathy for Ainslie is anything to go by, there's unlikely to be any further disciplinary action. In the aim of turning Ainslie into a global media star, publicity like this is all grist to the mill.



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The future takes shape



words: Andrew Rice

photography: Carlo Borlenghi, courtesy of Amels

IN THE SECOND OF OUR SERIES ON THE CONSTRUCTION OF THE LIMITED EDITIONS AMELS 199, WE FIND CONSTRUCTION AHEAD OF SCHEDULE

The construction of the first Amels 199 has moved on apace since we first wrote about Tim Heywood's scimitar-bowed design back in issue 301 last July. Progress is running even better than expected according to Nick Flashman, a building captain of Imperial Yachts, the construction project managers for this project.

'The whole process is going so fast,' he says. 'The hull construction was completed four weeks ahead of schedule. We took the boat

out of the water in November and by end of December the hull had already been faired from stem to stern, with three or four coats of filler applied. It's impressive how quickly it's all coming together.'

This yacht will be quite different to the Amels 199 originally envisaged. Production on the first hull was already under way to the specifications laid down by the in-house Amels design team in conjunction with Tim Heywood. However, the owner wanted to make



extensive changes to the layout, notably the addition of a touch and go helipad on the foredeck, an enclosed lounge on the sun deck, and a central staircase to connect all levels from the lower deck up to the sundeck.

Despite the steel already having been cut and the early stages of production well under way, it was still possible for Amels to accommodate these significant alterations, as project manager Adriaan Roose explains: 'With almost 30 people working in the in-house design team, we put tens of thousands of man hours into the initial design and engineering plans for the boat. This gave us a strong design base to work from, so when it came to customising the

deckhouse and helideck, it only took us an additional 5,000 hours of design time to make these changes to hull No.1.'

This may represent a huge commitment of time to the design process, but Roose says that this high level of advance planning more than pays for itself later during the construction phase.

'With a typical custom build, you design as much as possible up to a certain cut-off date, and then any further changes need to be made during the build process,' he says. 'That inevitably requires an element of re-engineering and working around existing problems that could have been avoided with a longer and more detailed design phase.'

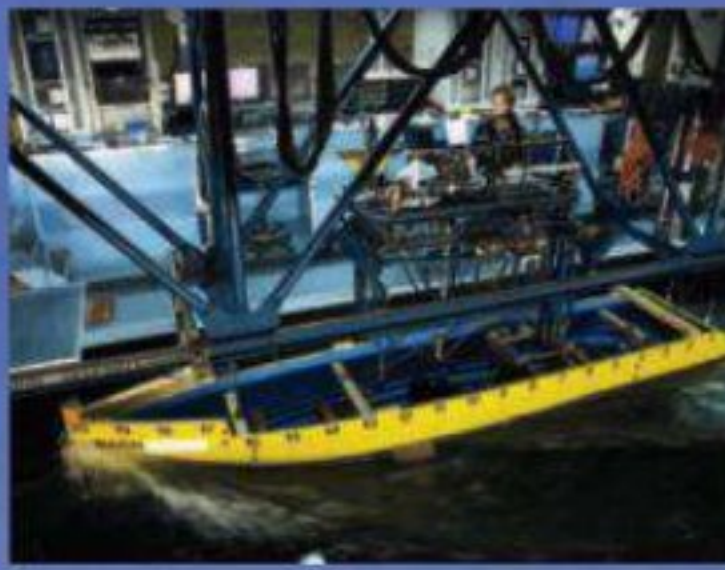


Part of Amels' design phase is to produce a sophisticated 3D model that integrates all the technical systems into the plans at a very early stage. 'All the systems that go into the boat – the air-conditioning, the water drainage, hydraulics, electrics – every pipe is included at the 3D Cadmatic stage,' says Roose. 'This enables us to optimise the use of the internal volume and effectively create a larger, more spacious yacht for the owner to enjoy.'

An example is the centralisation of the Amels 199's air-conditioning system into one space. 'Most 60 metre yachts would have five or six separate AC spaces located throughout the boat,' says Roose. 'Not only does this take up a lot more interior space, but the maintenance

schedule is much bigger. The feedback we've had from ship's engineers and captains is that they really like one big piece of equipment in one space, and of course we're helping maximise the luxury space in the yacht too.'

Making the most of the interior space is something that Amels prides itself on achieving, according to Roose. 'Amels is known for its sleek, streamlined designs. We want to build a boat with a certain kind of aesthetic, which of course results in a certain main dimension, the length, the breadth, the depth and so forth. Of course, at the same time we want to build a boat that brings all the comfort you could want, so to achieve both aims – the interior comfort without spoiling



As the hull takes shape (right) its narrow bow and longer waterline become clear. It's a construction challenge, but as tank testing (above) proved, it greatly enhances speed and efficiency



the exterior aesthetic – takes a lot of attention to detail. With the Amels 199, we spent a lot of time investigating her seakeeping qualities, and decided to use a very specific roll stabiliser from Quantum, with an extra hydraulic flap that increases the surface of the wings. It enables us to build a slender hull with the seakeeping performance of a wider body.'

It was Tim Heywood who envisaged the so-called 'scimitar bow' for the Amels 199, and it was up to the in-house design and engineering team to execute it. Adriaan Roose explains the engineering challenge: 'The bow is narrow, and it's complex to build, from a welding and construction point of view. But then there are the benefits of a longer

waterline which gives the hull the same efficiency as a typical superyacht of say, 67 metres in length.'

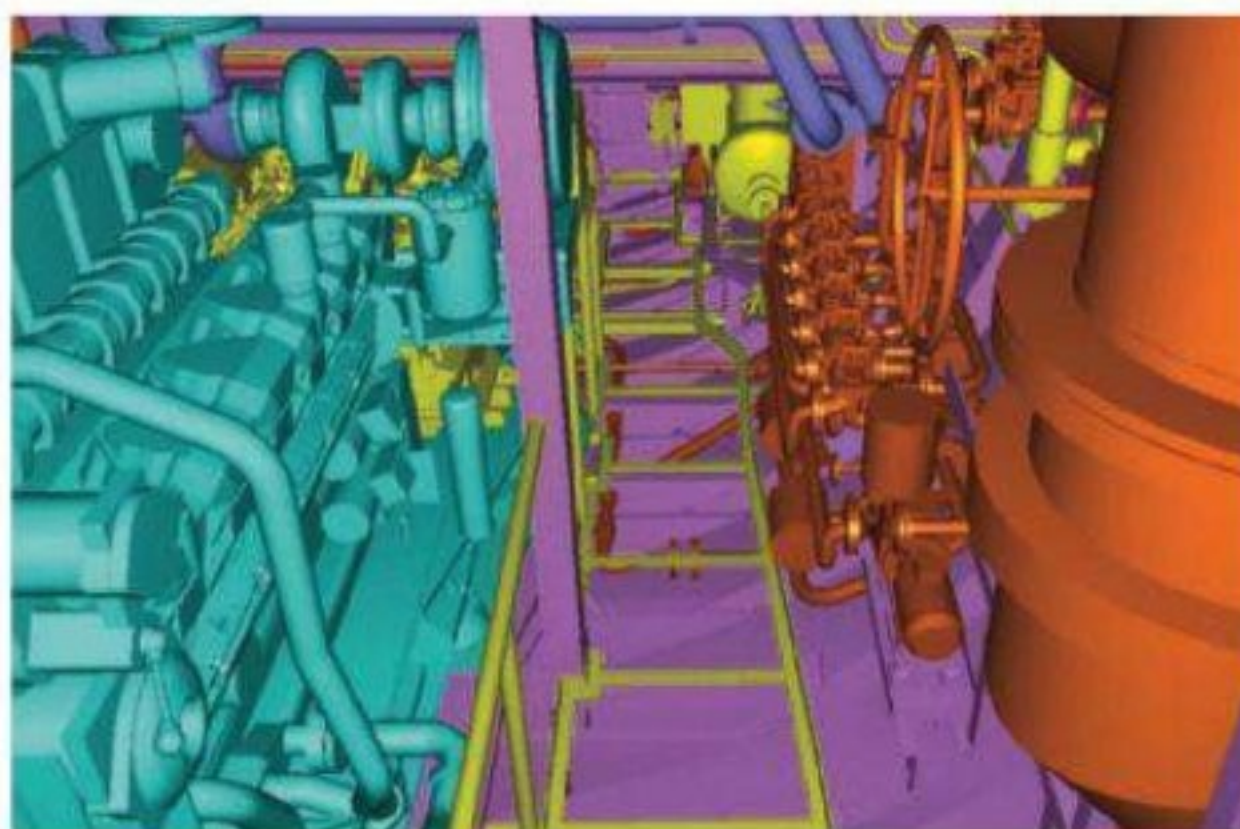
In tank testing the hull proved to be quick and made little fuss through the water, with a minimum contractual speed of 16.5 knots, but which should exceed 17 knots without much trouble. 'With the hull running a little faster than expected, we found occasionally that water could creep up the bow,' says Roose. 'So we added a spray rail, a common feature on boats that sail a bit faster. Then we asked Tim Heywood to work on an aesthetic design for the spray rail, and it has become a feature clients have really responded to. It gives the Amels 199 a bite and an edge, and shows that it means business.'

Superyacht Design

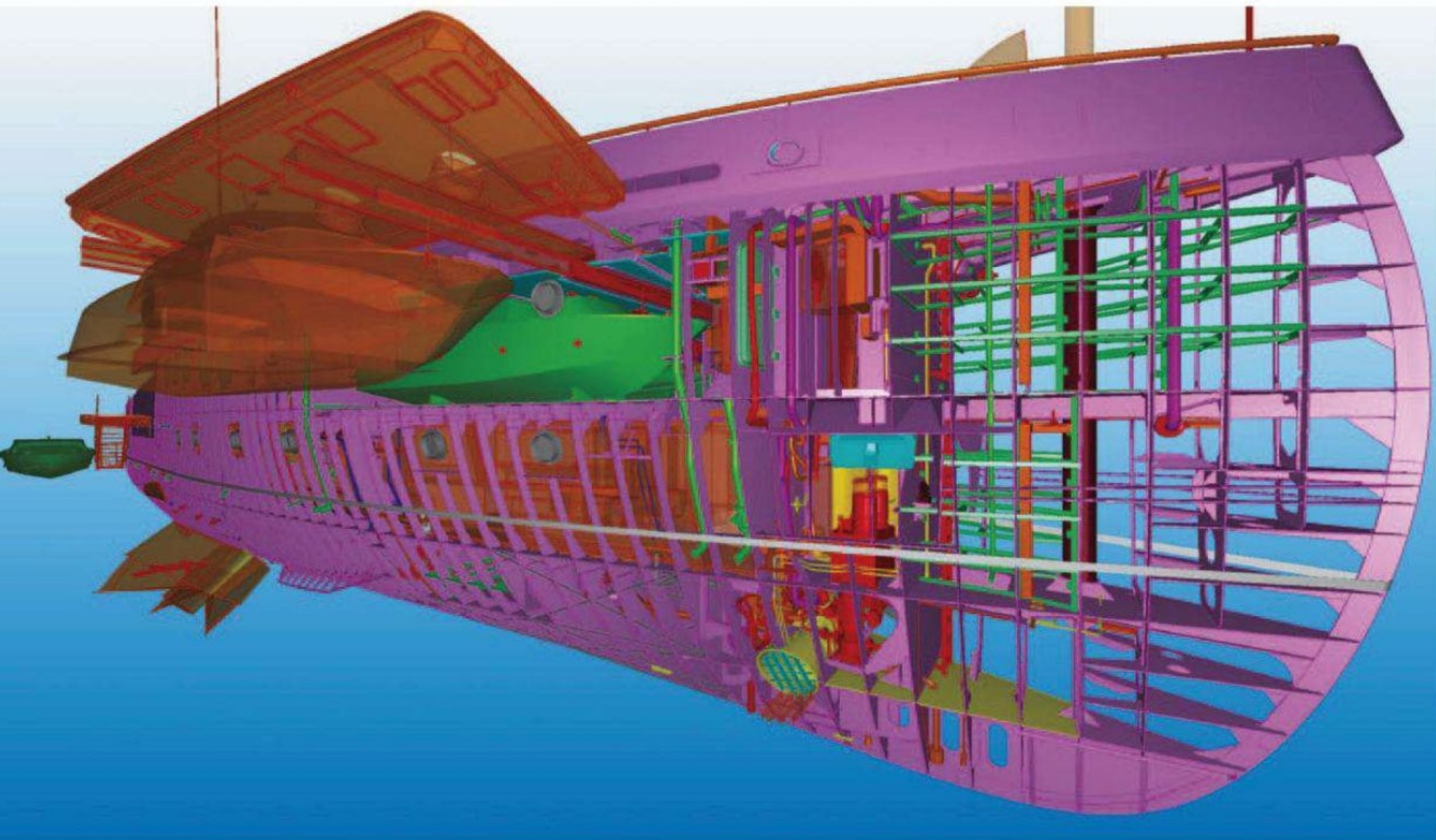
The vessel is classified for worldwide unrestricted service, and Roose describes the Amels 199 as a 'go anywhere' yacht.

Meanwhile Imperial says it is happy with the progress of the project and the quality of the construction. The yacht is due for delivery in April 2013. 'Delivery time and cost were big factors for this project,' says Evgeniy Kochman, CEO of Imperial Yachts. 'The owner is happy with the quality and knows that he'll get a reliable boat and good value from Amels. Tim Heywood's design is something unique, something you just won't see anywhere else. From every point of view it looks different from your conventional, flared-bow superyacht.'

The man behind the radically beautiful shape of the Amels 199, Tim Heywood, was delighted by the photos of his creation as it emerged from the shipyard. 'For any designer it is an incredible moment when paperwork turns into steel, especially when the results mirror my drawings and sketches so exactly,' he says. 'I have watched her grow from pencil lines on a piece of paper, through the yard's technical department and onto the construction hall. She is a very important project for us all, but even more so for me.'



The impressive 3D Cadmatic rendering (bottom) reveals every pipe, duct, hydraulic system and electrical conduit and enables their efficient placement. The accuracy of the rendering is clearly shown (left) as the real engine room reflects the 3D image (top left)



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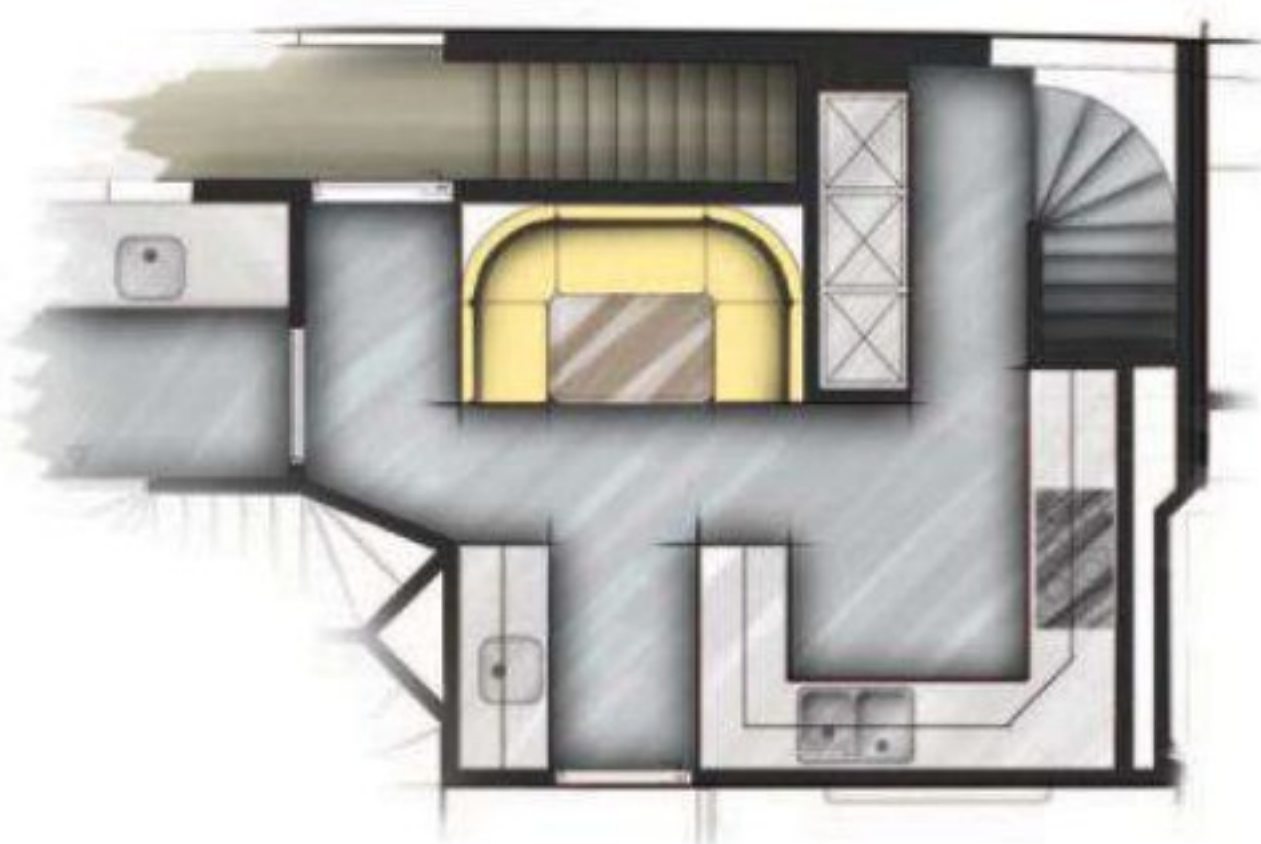
Proper catering requires galley designs that closely tie their functionality with specific use

Before aesthetics or other considerations, the galley is a technical space, designed to facilitate one of the most important onboard activities: eating. The galley must have an efficient layout, the correct equipment, the most appropriate materials, well thought-out waste disposal, and as much refrigeration as can be fitted into it.

While a galley's design and layout needs are dictated by a vessel's type and size, the biggest factor when it comes to galley design is private versus charter use.

Private yachts can get away with standard galleys designed to service small groups and families. High-end consumer-grade appliances will suffice, and the galley itself may become a focal point of the main living areas, with islands and sofas providing a gathering spot for guests.

When your boat is intended for charter, however, the requirements are different. No matter what galley you have, layout and space planning must facilitate an efficient workflow. Dutch designer Vripack suggests a triangle design (see [p54](#)) that allows the chef to move about unimpeded. Yacht chef and design consultant Peter Ziegelmeier agrees. 'We



JEFF BROWN/SUPERYACHT MEDIA



words:
Rebecca Cahilly,
Shore Solutions





The country kitchen: yes or no?

The 'country kitchen' concept is for a main-deck, open-style galley, traditionally preferred by Americans for its windows, guest sofas and islands for snacks and chats with the chef, and originated on smaller, private US-built or -designed yachts. As recently as the early 2000s, the style was scoffed at by many European designers and yards, whose clients preferred to keep the galley hidden away below decks. But the country kitchen began to appear on larger custom and European builds, and today is considered an *en vogue* design trend by some.

'I'm a huge fan of the country kitchen,' says American yacht chef Adrienne Gang. 'It allows guests to see and interact with the chef.' Gang offers cooking lessons on some charters, which guests love. 'To have a closed kitchen limits what you can do on a charter.'

Canadian chef Joanne MacKenzie disagrees. 'It's good to have a self-contained galley so the chef can limit traffic. That rules out the country kitchen. It's nice if you're on a smaller boat, but traffic from crew and guests makes the galley too hectic to work efficiently.'

need uniform areas with easy access so we can twist, turn and get it done.' He stresses stewards need to have prep areas and with the right design, this can be incorporated in smaller galleys. 'Bigger isn't always better; I've worked in large but dysfunctional galleys.'

Plenty of natural light is another request, and adequate ventilation. Most HVAC systems account for the extra air needed in the galley to offset extraction hoods. Most builders factor in the ducting and the fact more ducting means more to clean. 'An ideal layout situates the galley close to the top of the boat, to minimise tubing,' says Ziegelmeier.

Hidden extras

In a galley, details take on greater importance: like counter height, foot switches to trigger automatic doors, custom-sizeable plate holders and dual sinks. But the one element most requested has to do with loading provisions and garbage disposal – challenges yet to be completely resolved.

'On some boats doors on either side of the galley allow us to bring in groceries, but on others you take your groceries or trash all around the boat,' says chef Adrienne Gang.

'On some boats I've had to stack [bags of rubbish] on the galley floor, because the only way to get it off the boat was to walk it past the saloon window,' says Ziegelmeier.

Rubbish compactors with foot pedals, and direct access to a refrigerated waste-storage area, are common requests. 'We've designed bins that store recyclables and waste,' says Mark Obernberger, design manager at Delta Marine. 'Other boats compact and refrigerate garbage and offload it at port.'



'I've worked on a yacht where the galley dry store was located on the bow under a double sun lounger. Should there be any guests sunbathing – well, the stores are closed today'



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‘One request from an owner was to fit an oven large enough to cook a whole camel’

Refrigeration

Chefs agree storage is important, but refrigeration is crucial. ‘I would rather store plates on bunks and have refrigerator space than the other way around,’ says chef Gang.

‘The large American-type refrigerators have a place on all yachts over 30 metres,’ notes the Vripack design team.

‘You should be able to store two half-sheet pans (33 x 46 x 2.5cm) lengthwise,’ says Ziegelmeier. ‘The refrigeration should have an external LED-lit temperature gauge that can be calibrated and isn’t hidden inside the unit. I also recommend refrigeration back-up pieces be kept on board; even an extra compressor in a locker area in the bilge.’

Materials

The trend for owners and guests to interact with the chef in the galley is reflected in the galley being finished to a

higher standard, notes Andrew Trujillo of Azure Yacht Design & Naval Architecture. Glossy lacquered doors, granite or marble worktops and attractive flooring are now common. However, on larger boats, the galley is less likely to be a social hub and the finishes will be more industrial.

Vripack suggests the galley sole be a soft material, such as Amtico. Teak is a no-no as it absorbs grease, chemicals and smells. Whatever the material, the flooring should be non-skid and easy to clean.

Granite and marble are often used for the countertops, as are Corian and brushed stainless steel. ‘If you have time to maintain it,’ says Gang, ‘it is good to have nicer surfaces, for showmanship purposes.’ Marble tops are difficult to maintain, but the industrial alternative – stainless steel – is losing its shine. ‘I hate stainless,’ says chef Joanne MacKenzie. ‘It’s hard to clean and generates a lot of heat.’

The future

‘Efficiency is the trend for the industry,’ says Enrico Lumini of Hot Lab Yacht & Design. ‘We see requests for sustainable appliances, recycled water and high-efficiency refrigeration. Architects need to be innovative and incorporate sustainable appliances, while utilising every free centimetre of space.’

There are obvious limitations imposed by yachts when it comes to cooking. ‘Chefs have issues with storage, equipment, communication, everything. The challenges will always be there, from prep and plating areas to crew communication issues,’ says Ziegelmeier. ‘But chefs are resourceful – they can turn stuff into gold.’

Equipment

‘When you get into the [30 metre] size range, practicality becomes more important,’ says Enrico Lumini of Italy’s Hot Lab Yacht & Design. ‘The galley is like a restaurant kitchen, and the use of materials, space and appliance needs change completely.’

Take care when outfitting your charter yacht galley. ‘Even if you select top consumer-brand appliances, such as Gaggenau or Sub-Zero, they cannot compare with professional equipment, especially in stoves and refrigeration,’ says Lumini.

Versatile appliances are preferred – and a 90cm oven with a six-burner stove. ‘My biggest pet peeve is the oven,’ says chef Peter Ziegelmeier. ‘The best equipment is Vulcan or Wolf. Gaggenau ovens require special pans that are difficult to restock, especially when you’re in a remote location.’



In practice, galleys are almost never this quiet, and need to cope efficiently with a busy chef, serving staff and hungry crew – in a very small space



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A FEW WORDS FROM THE CHEF

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Darren Goodwin
Experience: seven years, 40-125m boats, charter and private

For the perfect galley, good use of space is the underlying factor, along with what will be expected of the galley. I work on a yacht with three large walk-in fridges, a large walk-in freezer and a dry store larger than I've had in any restaurant or hotel. With a yacht designed to cater for over 130 guests and crew, a pre-cruise delivery can weigh five tonnes for 2,750 meals a week.

Functionality

Galleys are rarely designed to fulfill their potential. Design should allow for functionality, workflow and storage. The correct equipment should be where you need it.

Design input

Galley design often comes down to an architect who has never set foot in a kitchen. It's a logical idea to consult someone with experience, and any new design should always be chasing the best equipment.

Hot tips

- A hot lamp-lit pass with a double-sided under-counter plate warmer that can be accessed by chef and stewardess on either side.
- A marble bench near the fridges and freezers with a fan to keep the bench cool when working with delicate items in hot climates.
- A cooking range that allows the chef to cook food, plate it on the pass and discard the hot pans behind him in the sinks.



Brennan Dates
Experience: 10 years, 27-120m boats, private and charter, about 12 guests and from four to 50 crew

It's hard to say what my dream galley would look like. There are variables: the number of crew on board; is the vessel private or charter? What is its itinerary? Will there be long-range travel or will you be close to the usual spots?

Design input

Most galleys I've worked in have been amazing – well laid out and easy to work in. A couple had thoughtful additions I wouldn't have dreamed of. Some builders put little thought into how a galley should be put together. It takes a lot of effort to pump out meal after meal, day after day, especially in a galley not designed properly in the first place.

The right equipment

At the very basic level, no matter what size vessel, you should have induction burners and a combi oven. The cabinetry should be really simple and smooth so it can be cleaned and sanitised quickly. For larger galleys I'd also have:

- Drains on the floor for easier, faster floor cleaning.
- A 25 and a three litre mixer.
- An insulated sink that can be converted into a water bath.
- A fryer that is rated for a pasta station as well.
- A full-sized dishwasher with a two-minute cycle.



Lindsay Wilson
Experience: 10 years, charter and private, 70m+ superyachts

I have worked in great galleys and abysmal ones. Some were well organised, had quality appliances, plenty of bench space and storage. The not so good include a closet with 45cm of bench and one with Ikea units; all catered to 12 guests.

The right space and equipment

I once worked on a 70m-plus yacht that had a tiny galley with four ceramic hobs and one oven, catering for 20-odd crew and 14 guests. It made life very difficult. One galley had a pizza oven that only cooked two pizzas at a time.

Storage is key

The biggest issue is storage. There is rarely enough cold storage, while dry storage is often an afterthought and ends up in a cramped damp bilge.



Stuart
Experience: nine years, charter, catering for 12 guests, 10 crew

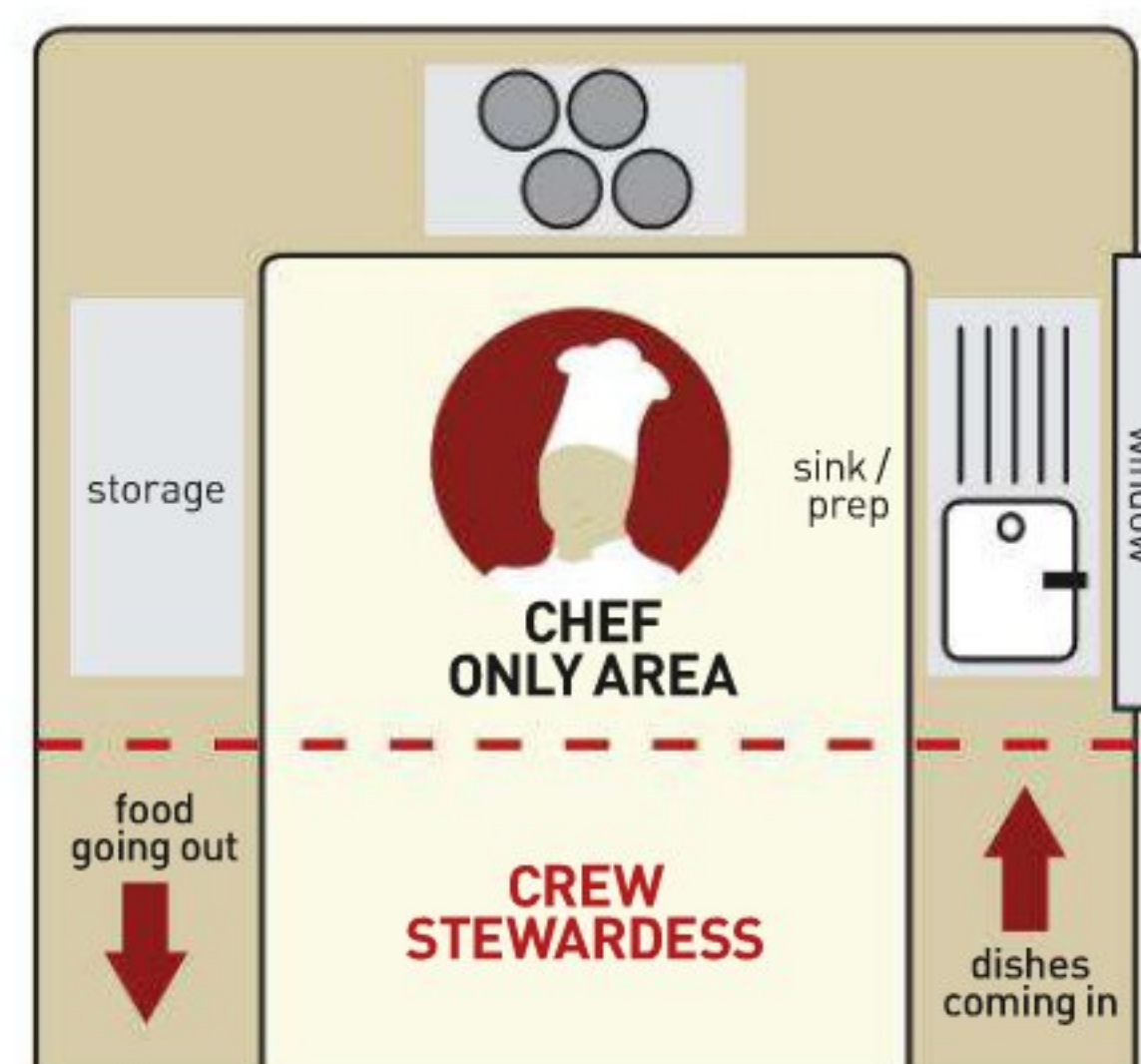
I have made little improvements to galleys over the years; the simplest was to remove my rubbish compactor and replace it with shelves to store tray bakery items.

Vital equipment

I have a convection oven, Pacojet (for ice creams and sorbets) water bath, vacuum pack machine and induced energy tops, which save energy and money. A blast freezer cools food quickly.

Storage fit for use

Regarding fridges and freezers, I could easily fill double what I have on board, because the boat was never designed to be used on long charters. ▶



How many chefs see their ideal galley: Vripack's perfect triangle of preparation, cooking and service

'I joined a newly launched yacht that had no drawers in the galley or anywhere to store smaller pieces of equipment. The immediate solution was a trip to IKEA'

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HOW TO GET THE BUDGET RIGHT

WHATEVER YOUR YACHT SIZE, AND HOWEVER IT'S USED, THE BIGGEST CHALLENGE CAN BE BUDGETING AND PROVISIONING EFFICIENTLY



High-end budget

Chef: Darren Goodwin

Crew: 70 **Budget:** €460,000

The quantity of food needed each week is huge; you can't just nip to the local market and pop a tonne of fruit and vegetables and dairy products in the back of the crew car each week. It is necessary to source everything from a provisioner, who can make sure you get everything that you need, when you need it and wherever you are. This comes at a price but is most certainly required.

Satisfy every appetite

Then there's the issue of keeping 70 people from over 20 nations happy every day. To tackle this, meal times require a larger quantity of food. You need two to three main courses, soups, selections of side dishes, salads and desserts, all served as a buffet. There has to be enough to make sure everyone can have some, so there are always leftovers.

Managing waste

We won't shamelessly throw everything away, not just because of the money, but because it is a waste. Serving back food to the crew is a delicate situation – if it looks like yesterday's food they won't touch it. But if you prepare something nice, more crew will thank you than did the day before. A lamb stew can be strained and made into Cornish pasties; seafood risotto can be made into arancini balls, fried and served with a spicy tomato sauce. We use what we can a second time – anything left after that is wastage.

Spot the difference: private and charter

A private yacht sees a lot less action than a busy charter yacht so the regular re-stock of guest provisions and the option of using and eating the remaining guest provisions isn't there as a regular backup. The crew also has a lot more time on its hands and tends to spend more time eating snacks. The need for a bigger budget on a larger private yacht than on a smaller busy charter yacht is apparent, and both are manageable in their own environments.

Get involved or use a management company?

From low- to high-end, overall budgets can range from \$33,000 a year up to €460,000 a year. How much the owner of a yacht is involved with such figures varies massively. Management companies are there to advise and control these things. Any yacht owner will be aware of the staggering difference in the cost of running small to large yachts and how much difference chartering their yacht can make, compared to keeping it solely for personal use.



Medium budget

Chef: Lindsay Wilson

Crew: 13 **Budget:** €57,000

We don't have an owner's budget, but on the cost of guest and owner food, I have not had a complaint to date. They are the ones to make special requests, and are aware of the costs and the possibility of a reasonable amount of excess.

We limit wastage, although it's not possible to eliminate it totally. We keep it to a minimum with clever recycling and not over-catering in the first place.

Crew budgeting

My crew budget is about €12 per person per day for food, beverages and snacks. This is achievable with planning, good use of ingredients and thrifty provisioning. The crew don't often get fillet steak and lobster, but there are good cuts of meat, fresh vegetables, fruit and fresh fish.

During the season crew food is often subsidised by guests and owners, as there are usable guest leftovers and items requested in provisioning sheets but never used.

Charters

For a charter I prepare for as many situations as possible, so there are often leftover items, paid for by guests and used for the crew. It's not a problem as guests always take priority and it is only when items are beyond acceptable serving date to guests that this food is recycled and used for crew.

Keeping guests and crew fed involves the regular intake of huge amounts of food on board. Chefs try to source most items locally, but larger private yachts employ a provisioner to keep things on track



BLUEGREEN PICTURES



Medium budget

Chef: Brennan Dates, 80m yacht
Crew: 25 **Budget:** €156,000

We have a budget of just under €13,000 a month to spend on food for 20 to 25 crew members. That includes lunch and dinner seven days a week with dessert and hot breakfasts offered every other day.

The budget is fair, considering how expensive all the goods are where we are tied up. We are able to get decent cuts of meats and seafood and stay within the budget.

Our management company provides a spreadsheet that we submit purchase orders through. The captain also has us fill out a daily budgeting spreadsheet for all galley expenses. This adds up all transactions and gives us an updated percentage of the surplus budget for the month.

Organising the food

We order fruit, vegetables, dairy and proteins about every 10 days. There is very little carry-over product from one week to the next. This helps keep us on track for each month rather than doing huge orders that would need to be estimated and divided over a couple of months.

Find the right source

Location plays a huge role in what you can buy. We are wintering in Italy, and buy locally rather than paying shipping costs from the UK. The meat in Italy isn't great, so most of our meat is from France, a slightly better option.

We serve at least one meat and a seafood option for lunch and dinner. The seafood locally is expensive. The quality is amazing but it's hard to fork over money to support an industry with dwindling stocks. We need to stop buying local unsustainable seafood so it can recover.

Serving what people want

Leftover owner and charter stock can pad your budget with the finer things in life. I get the best quality ingredients I can find locally. Sometimes this isn't enough to impress our well-read and food oriented clientele. This means you must have a varied, well stocked freezer to get through a season.

The crew can help out

When the summer winds down and you still have freezer stock left, the crew get the spoils during the crossing/yard period. It's absolutely transparent, with owners knowing the crew help them make room for a fresh freezer restock.

Charters

Charters are different, as you walk a line between having everything to please your guests, but not using all the APA for truffles and caviar. I have worked for an owner who would greedily take an inventory of our freezer at the end of each charter so he could save a few dollars on his next trip.



Low budget

Chef: Stuart, 50m yacht
Crew: 12 **Budget:** €43,000

Because of the nature of our business, costs are a lot higher than in the restaurant trade – we need companies to sort out all our paperwork and certificates to ship food worldwide, which costs a hell of a lot.

Crew costs

I work on a very small budget, but that does not mean the crew don't eat fillet of beef, sea bass and lobster sometimes; we get a lot of leftover charter food, which goes straight to the crew after each charter. I budget for €10 per head per day, not including drinks and snacks.

Owners and guests

When it comes to guest provisioning I generally like to spend €130-150 per head, per day. Sometimes clients will specify cheaper meats, so the costs would then come down. Obviously, if the client or boss wants expensive things like wagyu beef, caviar and white truffles, on the other hand, these costs go up, along with the freight costs because of where these provisions come from.



MARC PARIS



BUGSY GEDLEK

Shore Solutions

All chef and food-related contributions to this feature were kindly supplied by Shore Solutions (shoresolutions.com). The company claims to be the largest luxury yacht provisioning company, serving superyachts over 50 metres worldwide, and prides itself on sourcing the finest goods for all galley, cellar and interior yacht requirements. It has offices in London, Nice, Antigua and St Maarten, while partnerships let it serve yachts anywhere globally.

Shore has expanded into the new-build domain, which also involves setting budgets and bespoke product lists, managing annual delivery schedules and crew training.

'Our last project was for a 125 metre superyacht with 80 crew and 30 guests,' says marketing manager Natasha Rajalingam. 'Three months' preparation preceded an initial fill of 65,000 items, delivered over five days in 90-minute drops.'

Provisioning and catering for a wide range of tastes and a sophisticated clientele is a minor miracle performed by many superyacht chefs. You may be paying him enough – but how's his budget?

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CHEF'S HONOUR

THE 12TH ANNUAL CONCOURS DE CHEF IN ANTIGUA PROVED THAT THE SUPERYACHT FLEET PROVIDES SOME OF THE WORLD'S BEST CHEFS

words: Steve Davis photography: Bugsy Gedlek

What a wonderful feeling to know that the chef on your yacht not only satisfies your tastes by preparing exactly what you like, but has earned the accolades of esteemed judges at the Concours de Chef during the Antigua Charter Yacht Show.

The Show celebrated 50 years in December, inspiring the theme for the competition: a 50th anniversary Caribbean celebration banquet. Chefs from 30 yachts participated and the panel assessed innovation, presentation, taste, overall impression, knowledge of food handling and use of Caribbean ingredients.

Chefs had anticipated using local ingredients, but found acquiring them was sometimes difficult, especially since mangos had just gone out of season.

'At one shop [the shopkeeper's] friend went into their garden and provided fresh fruit, which I turned into modern Australian [fare],' says Tim Macdonald, chef aboard *Huntress*.

Macdonald's menu featured cold lobster medallions in mango and kaffir lime leaf sauce, soused conch with pink grapefruit, jerk chicken and barbecued pineapple wrapped in banana leaf, with green papaya and hot mint coleslaw.

Emma Beckett, chef of *Lady J*, created a menu featuring papaya and green chilli-tinis, chilled prickly pear and avocado soup, rock lobster stuffed with sweet potatoes and crab mousse, jerk-marinated *filet mignon* with a roasted corn-fried dumpling and thyme curry sauce and ended with a trio of desserts. It earned her first place in the Yachts 100 Feet to 159 Feet (30.5-48.5m) category.

René Kappetein of *World's End* learned about local culture and food, and his use of beans, chicken, pork, lobster, pineapple, chillies and local spices won him first place in the Yachts Up to 99 Feet (30m) category.

Owners and crew are proud to have all entrants on board, and charter clients will be lucky to sample their creations.

The Winners

Yachts 160 Feet and Above (48.8m+)



Chef Competition
First: Tim Macdonald (left) – *Huntress*
Second: Heather Kaniuk – *Numptia*
Third: Thomas Francque – *Passion*
Table presentation
 Theone Penn – *Troyander*

Creative use of the 50th and Champagne bottle: *Passion*

Carib Bean Coffee Roasters Prize:
 Heather Kanuil – *Numptia*

With experience opening restaurants and cafés, Tim Macdonald's style has developed: 'Learning to cook what the owner and guests want, not what you want.'



Yachts 100 Feet to 159 Feet (30.5-48.5m)



Chef Competition
First: Emma Beckett (left) – *Lady J*
Second: Gabrielle Scott – *Va Bene*
Third: Jerry Bond – *Arioso*
Table presentation:
 Hilary Gibbson – *Andromeda la Dea*

Creative use of the 50th and Champagne bottle: *Sea Quell*

Carib Bean Coffee Roasters Prize:
 Melinda Heinze – *Hemisphere*

Emma Beckett calls her style 'contemporary fusion' and she has an interest in molecular gastronomy. She hopes to become a chocolatier and incorporate it into her culinary delights.



Yachts Up to 99 Feet (30m)



Chef Competition
First: René Kappetein (left) – *World's End*
Second: Adrian Martin – *Lady Alliaura*
Third: Caro Uy – *Muse*
Table presentation:
 Julia Fluhrer – *Matau*
Carib Bean Coffee Roasters Prize:

René Kappetein – *World's End*

René Kappetein was influenced by his passion for Italian food and how it brings family and friends together. 'Every layer is nice, but is best when put together,' he says of his food.



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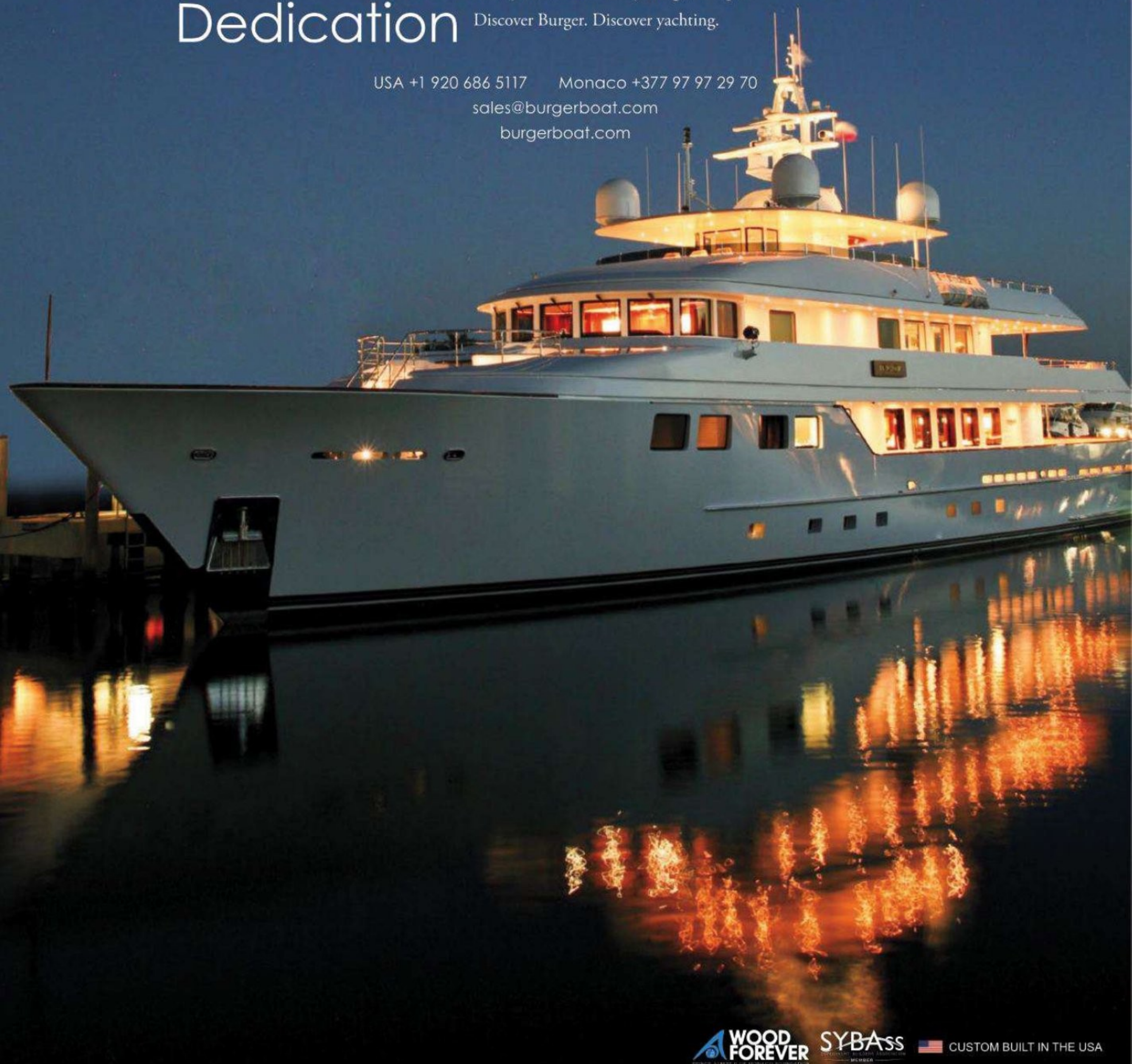
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MUSASHI

FUSING JAPANESE MINIMALISM WITH HINTS OF ART DECO AND VAST EXPANSES OF GLASS, THIS MAGNIFICENT 87.78 METRE YACHT, **DESIGNED BY SANDER SINOT**, SHOWS WHAT CAN BE ACHIEVED WHEN A TOP STUDIO, A LEADING SHIPYARD AND AN ENTHUSIASTIC, KNOWLEDGEABLE OWNER COME TOGETHER





words: Tim Thomas





‘In the early sketches we had a complete Japanese garden on the sundeck, complete with rocks and bonsai. It’s a crazy idea of course, but the owner wanted a more classic-modern yacht’



If your knowledge of legendary Japanese samurai is a little patchy, allow me to enlighten you. Miyamoto Musashi lived around the turn of the 16th Century, and is widely regarded as one of the greatest samurai in Japanese history. A supreme swordsman, he received the title *kensei* – meaning ‘sword saint’ – and was reputedly never beaten in more than 60 duels during his lifetime. However, there was another side to Musashi, and he also became an accomplished sculptor, painter and calligrapher, as well as writing books not only on combat and strategy but also on self-discipline. He was, it appears, well worthy of his legendary status.

Fast forward 400 years to another *Musashi*, the 87.78 metre yacht launched in 2011 by Feadship’s Koninklijke De

Vries yard in Makkum, the Netherlands. As her name suggests, her highly experienced owner shares a passion for Japanese styling, and the name was well chosen. With her exterior lines and interior design realised by Sinot Yacht Design in close cooperation with Feadship and De Voogt Naval Architects, the parallels to her namesake are described by Sinot thus: ‘Subtle but unconquerable, with clear lines but many concealed elements, with an open structure, but closed where necessary; [she is] entirely inspired by Musashi’s character.’

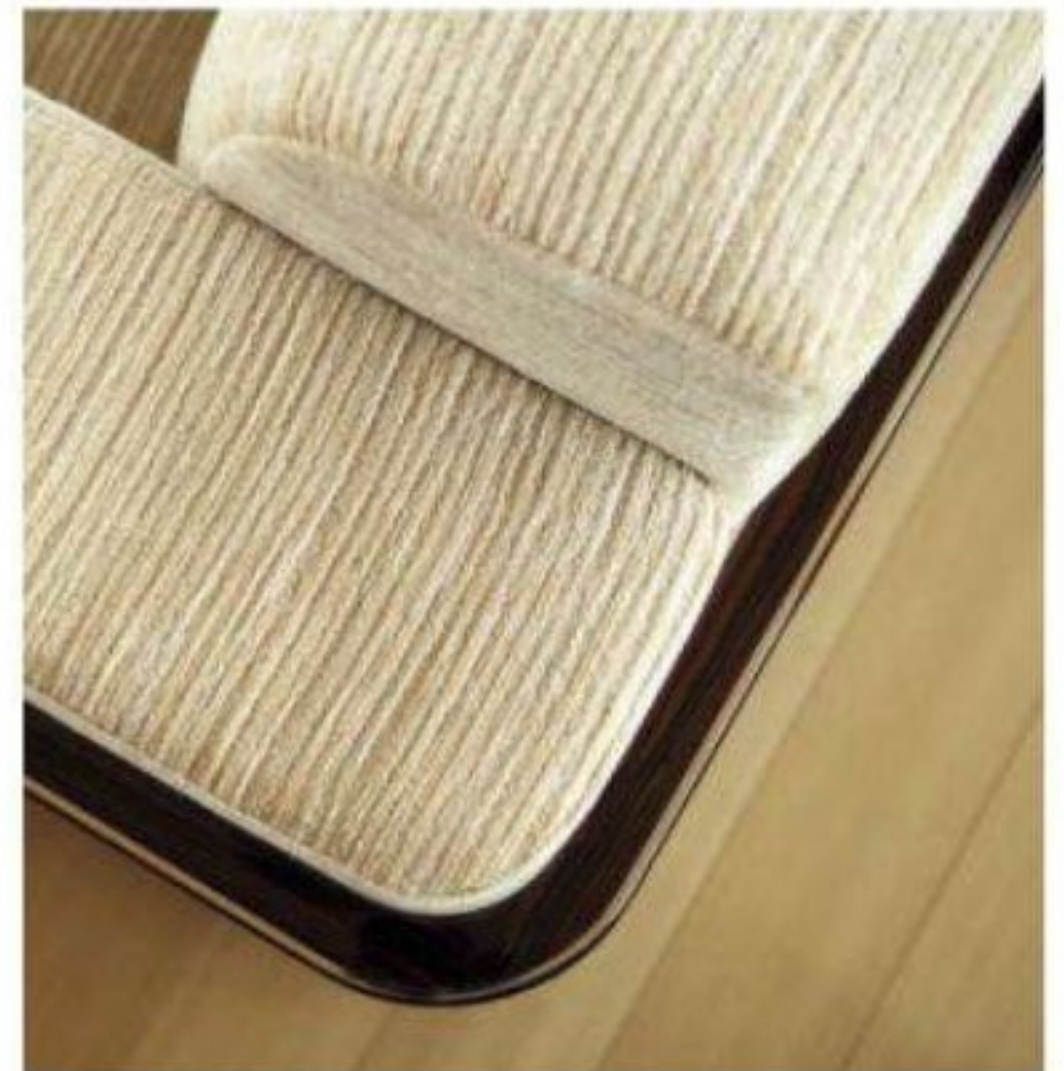
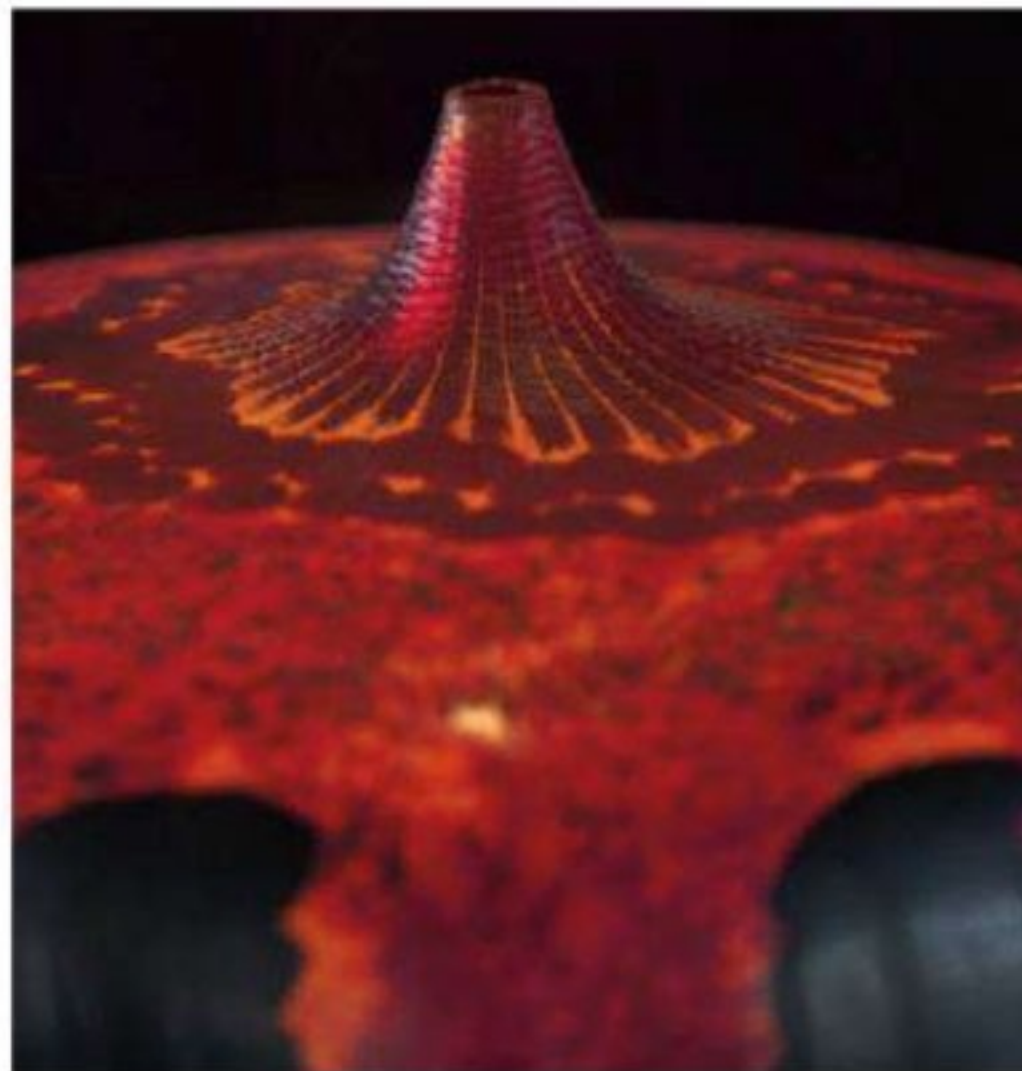
With a background as an industrial designer, Sander Sinot is well placed to understand the requirements for a turnkey custom project such as *Musashi*. ‘I’ve touched a lot of products and interiors,’ he tells me as we sit in the Sinot Yacht Design studio a short hop from Amsterdam. His curriculum vitae includes spells at leading New York design house Henry Dreyfuss Associates, and he also spent two



'We did the wheelhouse (opposite page) in close cooperation with the build captain,' says Sinot. 'Veneers run in two directions, with double curvature – they did a beautiful job here. We tried to bring in the craftsmanship of making things.'







All the furniture – both inside and on deck – was custom designed by Sinot for the project, with much of it crafted by US cabinetry specialist Frank Pollaro. The inviting bridge deck master suite (opposite, and previous pages) offers fine views and a private aft deck



‘It took quite a while to find the leather for the doors, as we had full skins for doors which were flawless, but then others were scarred and we didn’t want that – it didn’t fit the concept’

and a half years at sea with the Dutch navy. ‘I know what a boat is, what water is, the ins and outs of yachts,’ he continues. ‘I prefer to work in a team where you have a naval architect doing the hull shape, the underwater profile and making the whole engineering plan fit into a design philosophy. As with buildings, you have specialists to do the calculations in a given discipline, but the way we look at it is to make sure there is beautiful architecture not only from the outside, but also from the inside. Our industrial design background means we know also how to produce it.’ It’s a valuable skill for a project where Sinot and his team became responsible for not just the overall concept, but also the custom design of every single element of the yacht, from the interior style and furniture right down to the smallest details.

‘I met Henk de Vries six years ago when he was working with the clients,’ he explains. ‘We made some sketches and from there it started. We made a few proposals for the exterior and then in cooperation with

De Voogt we finalised the profile. We then made some interior sketches and at a certain stage the client said he would like us to do the interior too.

‘We had a profile of the client, and also some references – I went to visit his domestic environments, and he has owned yachts before so we looked at those interiors. He has a strong flavour for art deco and for Japanese style, so we aimed for a fusion of the two – a kind of Japanese deco. The result is, on one hand, a touch minimalistic, but on the other we brought in a little Western flavour.’

Musashi’s layout is by turns conventional and alternative. The lower deck is given over to the crew areas and technical spaces, with the only guest amenities being a gymnasium and a spa aft. The main tenders are kept on the main deck aft, an area which, when the tenders are launched, becomes a giant beach and play deck complete with basketball court. Aft on the main deck is an informal lounge-cum-cinema, while the rest of this deck provides sumptuous suites and cabins for guests – two aft VIP suites,







which each feature one full wall of windows, and six guest suites forward of the main foyer, which each benefit from proper en suite bathrooms and dressing rooms.

The upper deck comprises another saloon with the inside dining area at its forward end, while the front half of this deck is given to one of the two master suites on the yacht. The second master is located aft on the bridge deck, with the wheelhouse forward gaining superb visibility thanks to those impressive panoramic windows. The open-air top deck offers guests the chance to enjoy the sun, cool off in the yacht's spa pool, or enjoy a drink at the bar.

The first thing to note is that *Musashi* eschews the trend for a giant beach club in the stern. 'What is very different to most yachts,' explains Sinot, 'is that we have big tenders on the main deck aft. The lower deck gymnasium – sited where the tender garage might be – has a big hull door that opens to create a platform on the water, while a large glass wall slides open to create a flexible indoor/outdoor gym depending on the weather conditions. We use a lot of the lower deck space for the technical elements,' he says, 'and

because we have this tremendous main aft deck, a beach club would be a bit overkill. Most of the time, if the yacht is at anchor for more than a couple of hours, the tenders will be launched and the whole of that main aft deck is open.'

The spa area features clean design, and appears very Japanese in its execution, an effect enhanced by overhead shoji grids and backlit, wavy curved glass used to create a sense of harmony and tranquillity to allow users to relax.

Musashi's other main social spaces are divided into two areas: the aft informal saloon on the main deck, and the large saloon and dining area on the upper deck.

The main deck saloon overlooks the expansive aft deck, and again, design is clean, yet homely. 'During the day, you can hang out, you can lounge and you can head out to the basketball court,' says Sinot. 'It's all soft, silk carpets on teak deck and the fabrics are chenille and cashmere. It's all very soft in tactility.'

There is more to the aft saloon than meets the eye, though, for the comfortable daybeds become luxurious stalls for when the area is converted into a cinema, complete

'There is a fully equipped small galley on the upper deck – crew traffic and how you set up galleys and pantries to support the crew is something we look at from the beginning'



The glass elevator is surrounded by a stairway comprising three-layer glass steps suspended on a stainless steel backbone. The main deck lounge area (opposite) also converts to become a fully fledged cinema with six metre screen (previous pages)







‘We selected the sheets of veneer with Pollaro. Wood is a natural thing and you can never be entirely consistent, but the sunburst patterns they achieved in the poker tables are unbelievable’

with a six metre wide screen that is concealed in the deckhead, and an ultra high-end AV system and HD projector. Moreover here, as in the rest of the yacht, there is great emphasis on clean surfaces, but not at the expense of practicality. ‘Everything here is integrated,’ Sinot continues. ‘We try to hide controls, but they’re not so hidden that you can’t find them. For example, there is a little wooden button in the side console to the daybeds – if you press it, a lid will drop and slide forward, and a telephone will pop up.’

This aft saloon is dominated by the expansive windows and the wall of glass that overlooks the aft deck, a theme that was central to the design of the entire yacht. ‘We tried to push the glass,’ says Sinot, ‘to make the windows as big as possible, so it feels more like a penthouse apartment than a yacht. The theme was also apparent on *Rising Sun*, which used a structural web with big areas of glass, and it’s something we wanted to translate for *Musashi*.’

This extensive use of glass created something of an engineering headache, yet any potential problems appear to have been resolved. ‘The engineering of the glass structure is very difficult,’ Sinot explains, ‘but this part of

the construction is all flexible – in the old days, on a typical yacht, you had a skin, you’d cut a hole, screw in a window, put up some curtains and that would be it. This is very different technology – the windows are essentially glued to a beam which is part of a structural web, and the white mullions are purely there for looks and to protect the silicone sealant from ultraviolet degradation. The mullions are not structural at all.

‘I think what worked very well,’ he continues, ‘is that from afar she is well proportioned, which is very difficult to achieve if you put a lot of glass on a façade. I think people want this sort of style more and more. A yacht can be beautiful from the outside, but from the inside everything can be obstructed by fashion plates. Most of the time these yachts are in beautiful environments and scenery, and it’s important to be able to enjoy your location.’

The second large communal guest area is the upper saloon, a relaxed area that can comfortably accommodate 18 guests in its luxurious surrounds. Geometric sofas created in macassar with stainless steel trim form a central conversation area, while outlying chairs and deco-



The attention to detail throughout is extraordinary, from Sinot-designed custom taps by Dornbracht to artwork sourced by Sinot from around the world, including handcrafted silver pieces by Hiroshi Suzuki and paintings by Hiroshi Senju

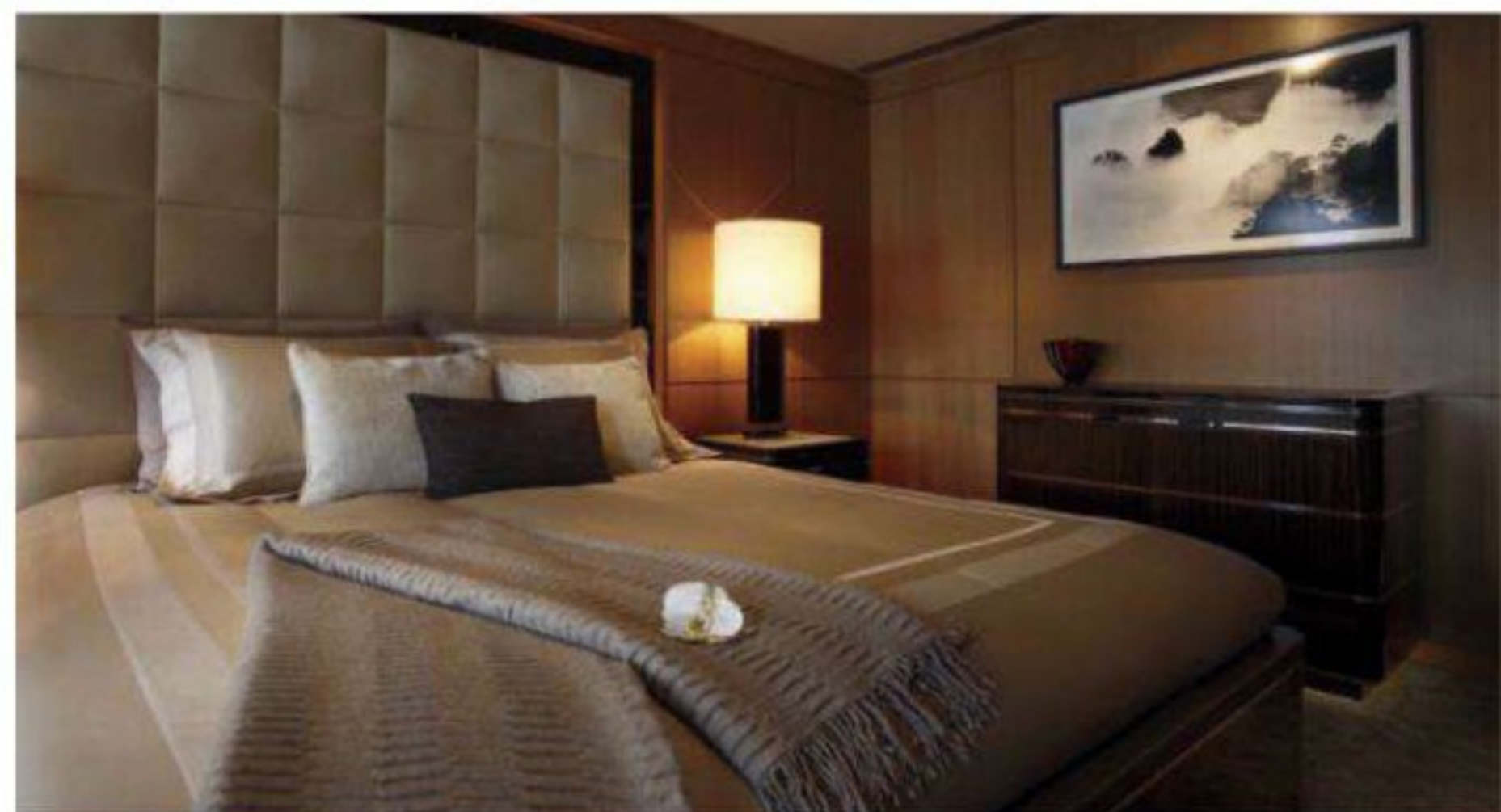


influenced occasional tables allow for enjoying the expansive views. Forward, a 4.5 metre dining table finished from book matched macassar ebony veneer – complete with a blond wood splint central feature – is overlooked by a Hiroshi Senju painting of a waterfall illuminated by custom lighting. It is one of many exceptional artworks and sculptures on board.

‘We made a proposal for art for the complete vessel,’ Sinot enthuses, ‘and we sourced it from everywhere. We had real freedom, which was nice, as it meant we could make an inventory for the different areas and look for

things specifically to fit those areas.’ And rather than opt for Japanese style bronze bowls and bamboo, the design team focused on blending that fusion of deco. ‘That’s where the challenge was in the design,’ says Sinot.

A key feature is the central glass lift enveloped by a stainless steel and glass staircase that snakes through every deck of the yacht. The steps are made from three layers of glass, with the top layer sandblasted to offer good grip underfoot, while LED spots with concealed wiring illuminate each step on the stainless steel backbone. The design created something of a technical challenge. ‘It was



The upper deck master suite (left) is expansive, and offers sumptuous seating and a large desk as well as two large en suite bathrooms finished in Jerusalem Gold marble, macassar and anigre, accessed through his and hers dressing rooms. The guest cabins are no less impressive (above middle) and each of the guest en suites features a bath tub. Backlit shoji screens mimic incoming daylight



lots of work,' Sinot explains. 'On the one hand you have the challenge to make something spectacular, but on the other hand it should be technically feasible.'

It is evident that everything on board has been realised to the very highest standard, from the custom furniture designed by Sinot and crafted by Pollaro to the fit-out by Metrica, from the naval architecture and engineering to the detail in the artwork. Everything is custom, right down to the last tap and handle. 'I think the success of the project,' says Sinot, 'is that we had the opportunity to work very closely with the owner. He is very receptive, and very

creative – it's easy to have a creative dialogue with him. Design has a lot to do with determining what you want to do, with making decisions. He is very quick at making decisions and he also offered space for interpretation.

'If you have a good owner, a good build captain and a good shipyard,' Sinot concludes, 'then the project can be successful.' There is no doubt that this yacht is the epitome of a successful project – a blending of skills and talents which has created a superb, balanced, and perfectly finished yacht. Musashi himself would have been proud.





The lower deck spa, salon and gymnasium follow the clean Japanese theme; the sides of the spa are backlit to give the impression of natural light, creating a sense of harmony and tranquility, while overhead lights shine through shoji grids

MUSASHI *Feadship – Koninklijke De Vries*

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with stabilisation at rest
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Classification
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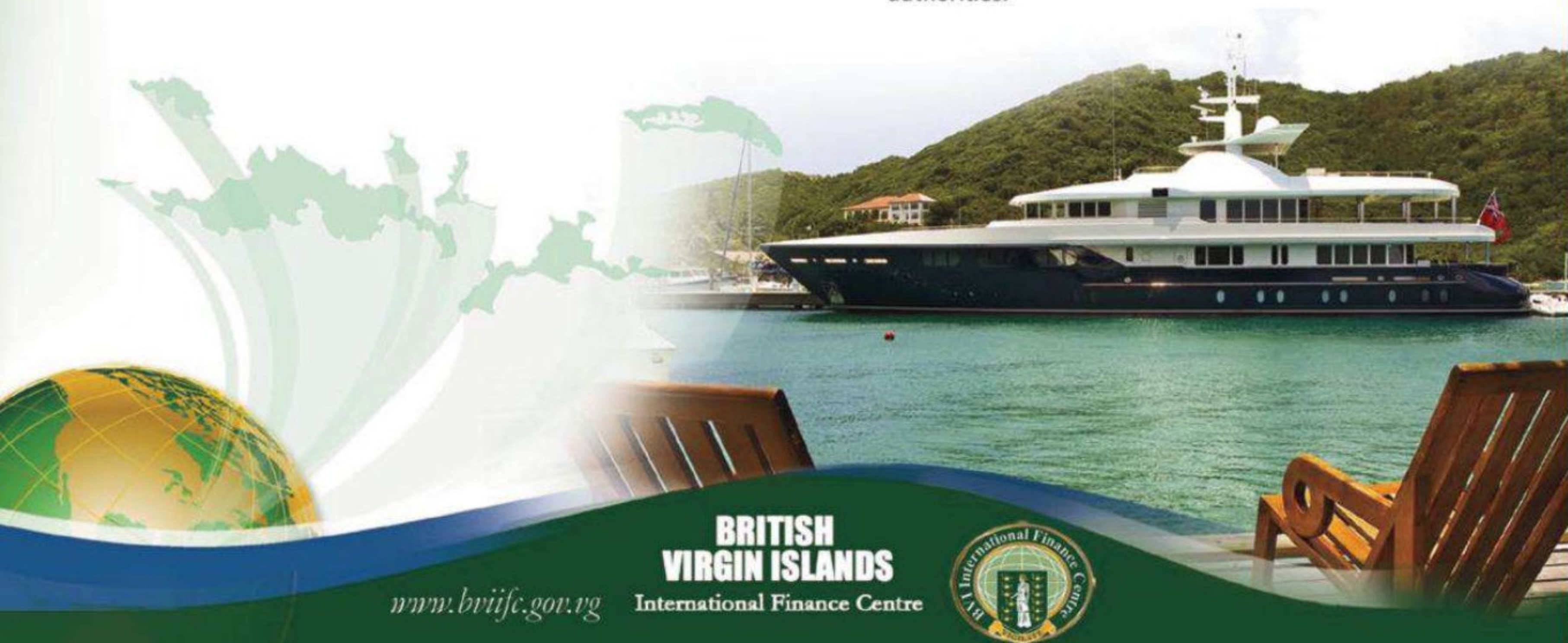
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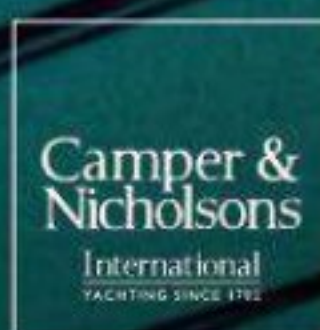
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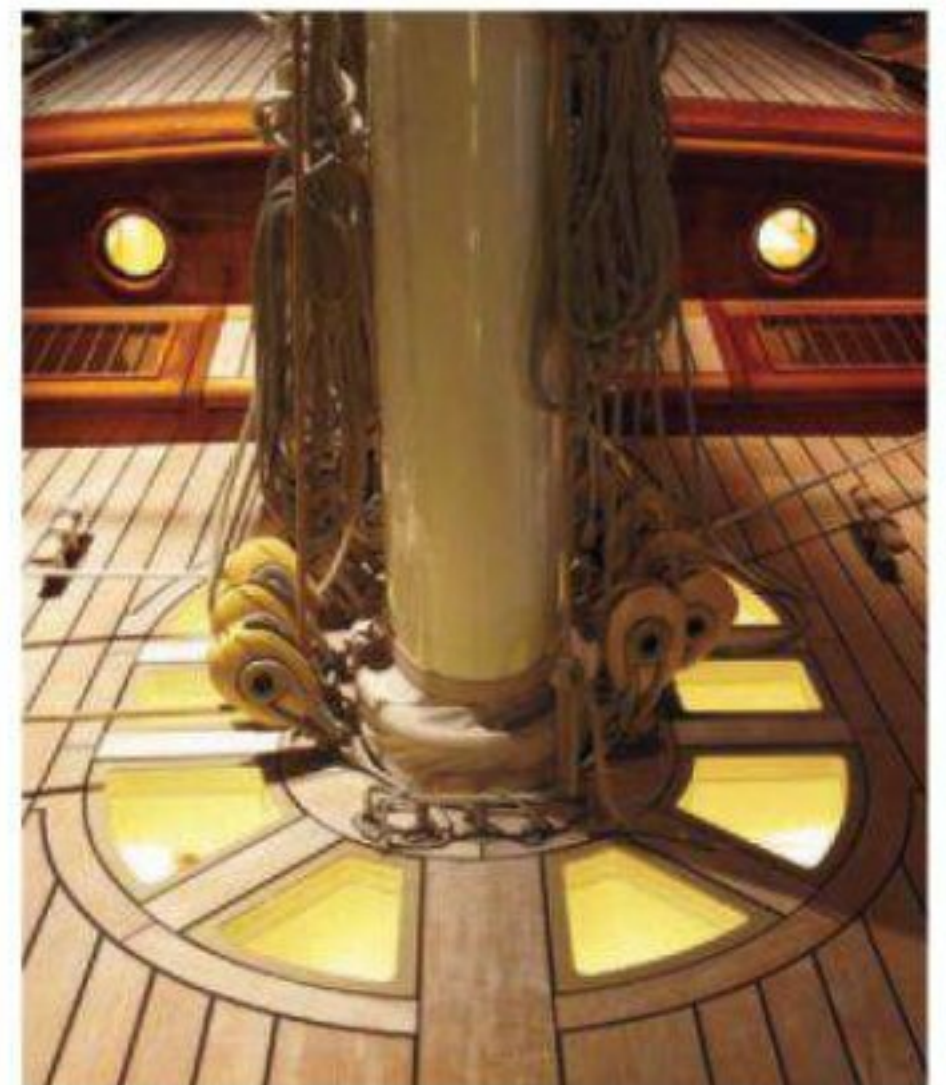
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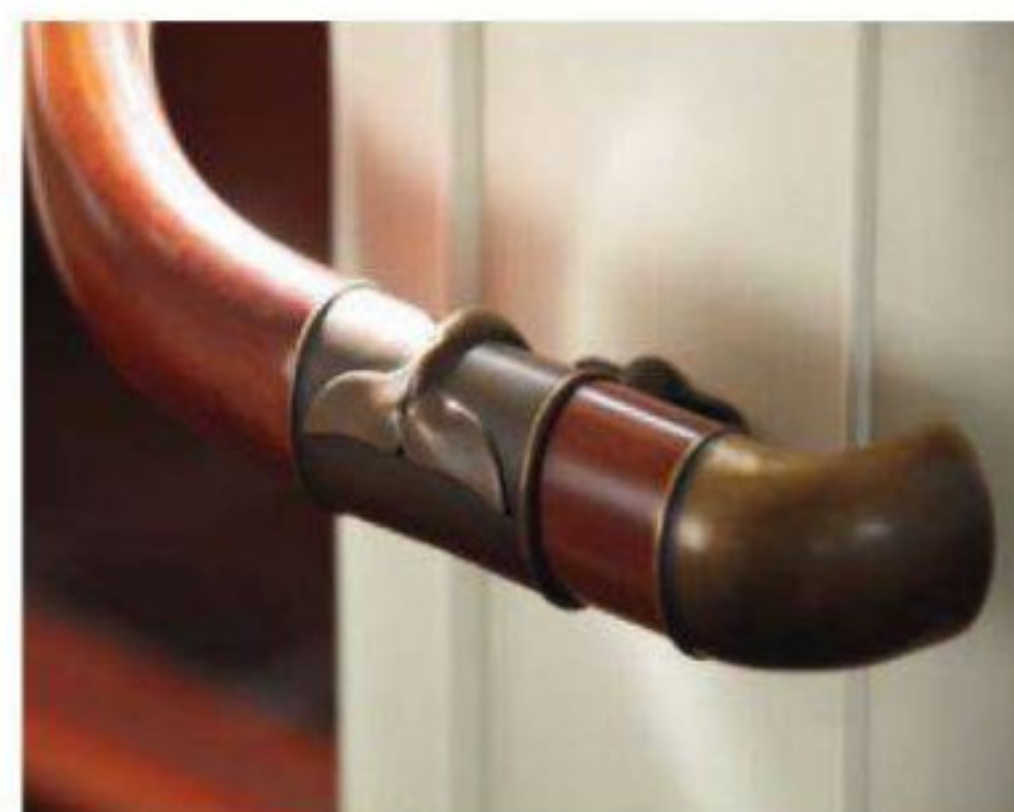
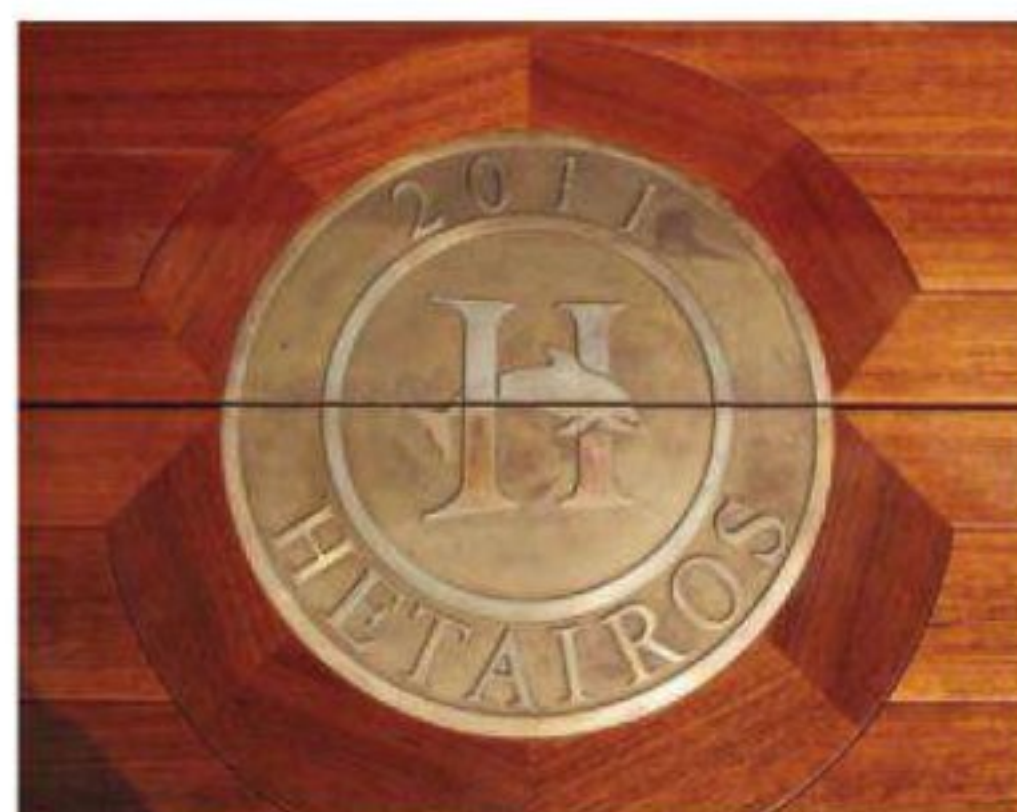
HETAIROS

EIGHT YEARS AFTER THE FIRST SKETCHES WERE PENNED, THIS ASTONISHING, CUTTING EDGE CARBON KETCH, BUILT BY BALTIC YACHTS, HAS FINALLY TAKEN FLIGHT. INNOVATIVE IN HER IDEAS, ELABORATE IN HER BUILD, SHE IS ONE OF THE MOST REMARKABLE YACHTS OF RECENT TIMES



Her pilot cutter lines are accentuated by a relatively low freeboard, yet she remains fairly dry on deck, apart from a fine spray created by the bow wave collapsing on the hull. She also features 20 tonnes of moveable seawater ballast to help the righting moment





When *Hetairos* crossed the finish line in Virgin Gorda, BVI, on 30 November to take line honours in the Transatlantic Superyacht Regatta & Maxi Yacht Cup 2011, it didn't just mark the end of a 3,000 mile crossing, but rather the end of a journey that started in 2003 and which pushed every boundary of design and innovation along the way. Her passage time of eight days, 10 hours, 58 minutes and 30 seconds meant that she had averaged 15.12 knots – an impressive figure for a 66.7 metre yacht effectively undertaking her first serious voyage.

'The top speed we recorded was 25.7 knots,' enthuses her captain, Vincent Fauquenoy. 'This was with around 20-25 knots of breeze at a true angle of 140 degrees. *Hetairos* always sails faster than the wind in all wind conditions, no matter what the angle. The biggest day's run was 425 miles, and the main helmsmen were the owner and myself.

'The steering had been one of my main worries before the yacht was launched,' he continues. 'It is usually the drawback of such a large yacht as they tend not to involve you at the helm and are therefore quite boring to steer –

most of the time you revert to the autopilot. But from the first sail trial my worries evaporated. *Hetairos* uses direct cable steering and unlike power-assisted systems, you get great feedback and sensations through the helm. Her hull, being quite flat underwater, rotates around the narrow keel very easily making her extremely responsive. She feels and reacts like a much smaller yacht.'

It is a sentiment echoed by Erik Wassen, who joined *Hetairos* as crew for the transatlantic race. 'She wants to reach,' he says. 'She is happiest at a true angle of 125-135 degrees, which is her optimum downwind angle. The apparent angle on this point of sail is around 70 degrees, so you are power reaching.' Wassen is in a good position to know – as naval architect with Dykstra Naval Architects, he is responsible for her lines, styling, sail plan, deck plan, sail handling systems and deck gear development, as well as calculating and watching the weight budget and developing a lot of the innovative approaches to improving existing technology that the design required. He has been involved with the project since genesis in November 2003.



'The initial brief from the owner,' he tells me, 'was to have a yacht that could make the longer crossings and race as fast as possible, yet still be capable of transiting the Panama Canal. That limits your mast height, so we started with a maximum rig plan as a ketch with a 62.5 metre air draught, and made several sketches around it. Pretty soon we came to the pilot cutter lines as this gives you the longest waterline length and the highest speed potential.'

It would take a while for her owner to get used to the idea. The first *Hetairos* carries traditional overhangs with a clipper bow, although the pilot cutter does come with proven

heritage – in earlier times they were known to sail well and to be capable of cutting through water and waves. The owner was keen to retain a historical link with his new build, and to keep the classic looks. But more than that, he placed a particular set of criteria at the heart of the project that would prove a considerable challenge to meet.

'He wanted to have a winning boat,' continues Wassen, 'or rather, to get the maximum speed potential from this air draught, to extract everything possible and to leave no stone unturned in trying to reach it. It was all about trying to save weight in every aspect, even when it would



Her deck layout is clean, with push-button controls within easy reach of the sailing stations. Twin helms sit aft of the main deckhouse, and her low profile means visibility is excellent both fore and aft.

The aft bulkhead of the main deckhouse drops to create an inside-outside space for guests

mean an unconventional solution. The owner's technical understanding goes deep. He's a very smart man and he's capable of shooting holes in your theories when you don't do your job well!

So began the process of creating one of the most remarkable superyachts yet built. Between 2003 and 2006, several studies were made looking at every aspect of design, from beam variations to construction materials. To make it more complicated, the owner's brief required not only the fastest yacht possible, but also one capable of cruising and entering shallow bays and anchorages. 'I started with a deep

draught,' Wassen says. 'All owners, when you suggest a certain draught, ask if it can be reduced due to where they want to go. This owner was the first client who asked if we could increase it. We knew that with a nine metre draught a lifting keel would be required, and the owner wanted a minimum draught of 3.5 metres. At that time we did not know how to do it, we just knew we would find a solution.'

By 2006, having worked up a number of designs in consultation with composites specialist SP Gurit, and with the hull shape fine tuned by Reichel/Pugh, the lines were set and the green light was given. Baltic Yachts in Finland was





The guest dining area is located to starboard opposite the lower saloon, and is easily serviced by the large and well equipped galley just forward. The luxuriously pre-aged and classic styling of the guest areas belies the technology and complexity behind the construction of the interior. The crew get their own mess with direct access to the foredeck (bottom)



chosen for the build, and Jens Cornelsen and his team were brought in to project manage it. Ocean Yacht Systems developed the twin retractable thrusters that form the heart of the propulsion system, while APM in Italy created the lifting mechanism for the keel and rudder. Nothing would be standard, with Reckmann developing three unique under-deck furlers for the yacht, and even the glass for the deckhouses was specially made for the project by Tilse Industrie. In fact, according to Fauquenoy, the only standard item on *Hetairos* is the light in the engine room.

In every respect, and at every level, she is a remarkable feat of ingenuity, innovation and construction (for more on her build, see our feature in *BI* 289, July 2010), but the demands on those involved were considerable. '*Hetairos* was an immense challenge in every respect,' comments Cornelsen. 'For the first time in my business life I experienced the difference between being tired and being exhausted. The whole balance was based on time and material, for which you cannot calculate the costs in advance. It's a lot of work but I am convinced a project of this kind can only be handled in this way, and with honest partners like Baltic Yachts.'

The job of creating her interior fell to Rhoades Young Design. 'I worked on the previous *Hetairos* and also on the owner's house, so we knew each other quite well,' recalls

Dick Young. 'He didn't want the yacht to be just another classic boat. He is a very detail orientated man.'

The biggest challenge would prove to be creating an interior that matched the strict weight requirements dictated by the no-compromise approach to the project. 'With a carbon build the interior is so integrated,' Young explains, 'that you can't just waft in with your decorative head on – you have got to have a technical approach. A good 25-30 per cent of our time was spent proposing alternative structural details. The carbon structure is doing everything it can to stop the interior being interesting.'

The result, though, is spectacular. 'We dreamt up a story

to hang the interior styling on,' Young explains. 'The story is that she was formerly a commercial boat, bought and fitted out as a yacht – but in stages. So in the interior you can see the old wooden structure and floor. We've got some weird structural stuff going on like you would expect to see on an old cargo boat where no one cared about the finish. The idea then is that she's been through a refit while going through the Orient, so you have three distinct layers – the old commercial coaster, the yacht fitted out in Colonial styling drawn from Raffles Hotel and French Caribbean detailing, and finally the decorative oriental touches.'

The interior layout begins with the forward deckhouse,



The upper saloon, complete with fireplace, is both bright and homely. The detail in the finish is remarkable, with the white deckheads deliberately painted with visible brushstrokes to imply a cargo-coaster back story, and the walnut planking on the sole was deliberately pre-stressed to reinforce the impression of an historic working boat

which presents seating and dining with a view for guests. A few steps down is the upper saloon, which links directly to the lower level forward, comprising an amidships dining room to starboard opposite a cosy lower saloon complete with piano. Forward of this are two of the four guest cabins on board, with the other two accessed down and aft from the upper saloon. Furthest aft is the owner's suite, complete with a separate entrance and deckhouse at the rear, which also forms a private office area. The master suite itself comprises a sleeping area, comfortable seating area, a dressing area and a large en suite bathroom, while the deckhead around the base of the mizzen mast, which passes

through the central part of the suite, features a ring of skylights giving a spectacular view straight up the spar.

A large, well equipped galley lies to port by the root of the main mast, and the captain gets his own cabin opposite. The rest of the crew cabins, four in total, lie further forward, the aftermost two of which nestle under the mezzanine level crew mess, which offers direct access to the forward sailing station around the base of the main mast – perfect for operating the yacht without disturbing guests in the main cockpit. The forepeak offers storage and a laundry.

The finish of the interior is itself remarkable. The furniture detailing and use of wood varies from one space





to another, as if the interior has grown with the supposed history of the boat, from stained cherry in some areas to teak and limed ash in others. Furthermore, all the elements were specifically designed and aged to mimic what they might have looked like if the yacht really had been built 100 years ago. The stained walnut floor planks are not cut quite straight, and include faux repairs and butterfly joints. Grit was mixed in with epoxy between the planks to suggest a century of accumulated dirt. Furniture was designed to look pre-dinged and the cherry wood, for example, is not only stained but also carries an added patina. 'It was a challenge for interior company Oldenburger,' says Young, 'to throw stuff at it, hit it with chains, and rub dirt into it before varnishing – if it was all beautifully sprayed and painted, the interior wouldn't have felt soft.' Likewise, the white paint on the deckhead was

deliberately applied over a slightly darker undercoat 'with a rubbish brush' to create distinct rough brushstrokes and create the impression of a surface that had been painted over many times. The effect is extraordinary – this is not what some might term 'shabby chic', but rather an emotive and genuinely believable recreation of a century-old coaster-cum-luxury yacht.

The disbelief continues for all those fortunate enough to sail on her. 'I have signed up for the whole year as race crew,' smiles Wassen. 'In the early sail trials, I felt we were going to struggle to control this monster, but after the training days and the crossing, with several experienced crew aboard, you suddenly see things start to come together. We only reached perhaps 80-85 per cent of her potential on the crossing,' he concludes, 'so we have yet to push her to the limit...'

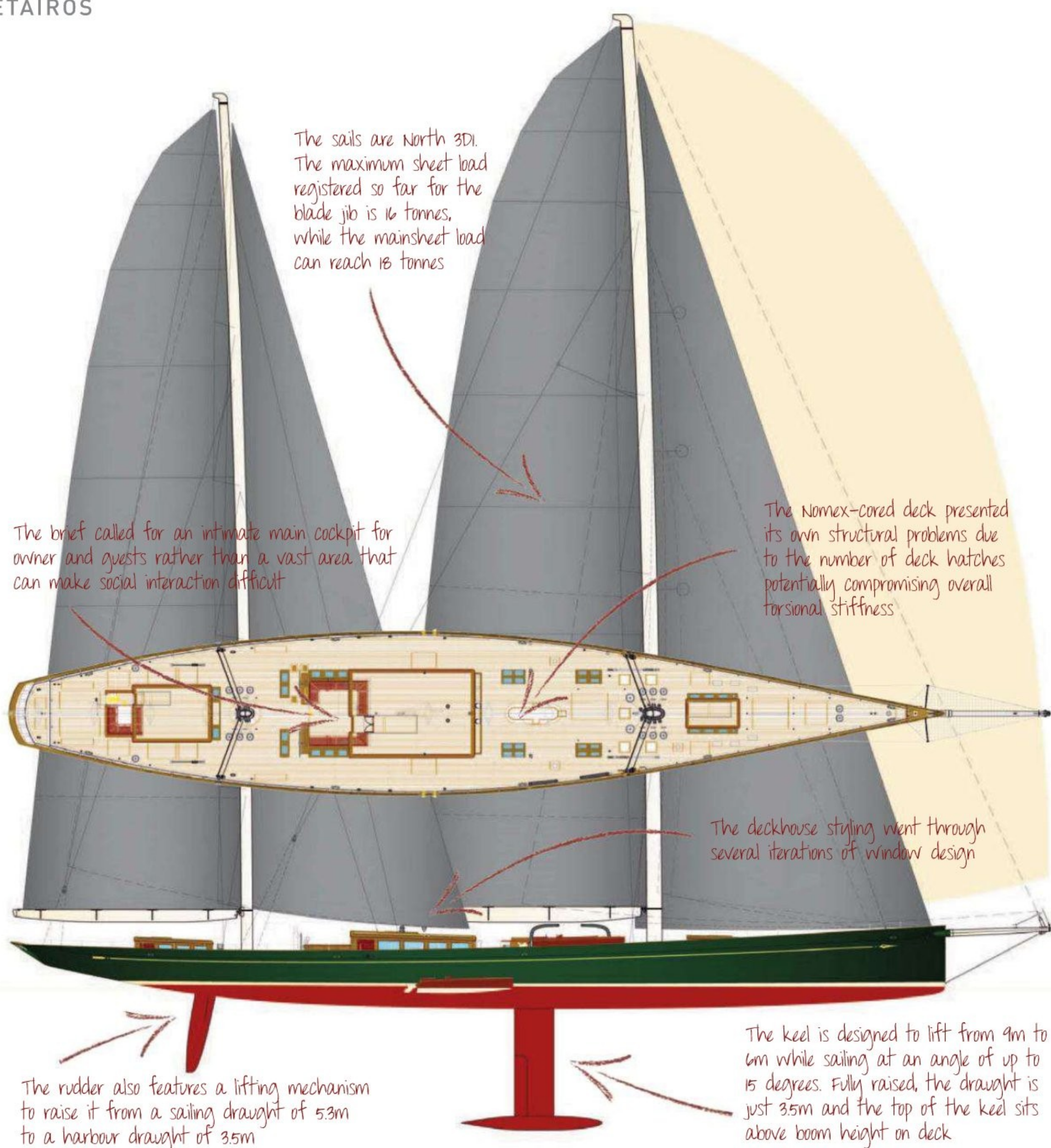


'He wanted to have a winning boat, to get the maximum speed potential for this air draught, to extract everything possible and to leave no stone unturned in trying to reach it'



Colonial styling with influences from the French Caribbean meet with oriental touches in the master suite. An array of decklights around the base of the mizzen deliver additional natural light while also providing a spectacular view up the mast; the aft deckhouse, finished in teak and limed ash, also doubles as an office. The guest cabins (top right) follow the classic luxury theme, with additional light provided by traditional deck hatches



HETAIROS *Baltic Yachts*

LOA 66.7m
LOD 59.9m
DWL 49.76m
Beam 10.54m
Draught 9m/6m/3.5m
Displacement 230 tonnes
Engines/generators
 4 x VW Marine TDI350-8

Propulsion thrusters
 Ocean Yacht Systems,
 2 x OYS BTMH-42-SR
 retractable hydraulic
Sails
 North Sails 3Di
Spars and rigging
 Southern Spars / Future
 Fibres

Furling systems
 Reckmann
Bowthruster
 Hundested 128kW
 retractable
Fuel capacity
 2 x 11,500 litres
Water capacity
 2 x 5,390 litres

Owner and guests 10
Crew 10
Construction
 Pre-preg carbon with
 Corecell and Nomex cores
Project management
 Jens Cornelsen GmbH
Keel mechanism APM

Composite engineering
 Gurit Ltd
Classification
 DNV
Naval architecture
 Dykstra Naval Architects,
 Reichel/Pugh
Interior Design
 Rhoades Young Design

Builder/year
 Baltic Yachts/2011
 Jakobstad, Finland
 tel: +358 678 19200
 email: info@balticyachts.
 com
 web: balticyachts.com

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*The interior of
SY Hetairos
was built by us.*

Oldenburger
innovations in wood

HETAIROS

THE MAKING OF...



ACCOMMODATION PLAN

FROM THE BASIC LINES PLAN TO THE RIG, SAILS, INTERIOR FITOUT AND PROPULSION SYSTEMS, EVERYTHING ON *HETAIROS* REQUIRED CREATIVE THINKING AND INNOVATIVE, ADVANCED SOLUTIONS

Naval architecture – Dykstra & Partners / Reichel/Pugh

There were more than three years of development for the naval architecture of *Hetairos* before the project moved into the construction phase. Dykstra made several studies to determine the speed potential for the hull with variations of beam, displacement, volume, stability, keel and rudder configurations. The calculations were based on a generic lines plan and run through VPP software, both for advanced composite construction and for a more conventional aluminium build. On top of this was the question of whether the design should be optimised for upwind or downwind sailing. 'We manipulated the

geometries in our lines plan generation program and ran them through the VPP program, but you also need to recalculate the stability, because a lot of things change when, for example, you change the beam,' explains Erik Wassen, the naval architect at Dykstra behind the hull lines. 'You change the construction weight, the interior weight, the insulation, the propulsion – all the groups are affected. You also most likely change the righting moment, so the rig weight changes, and there's a whole loop of calculations you need to be doing in order to get the new result.'

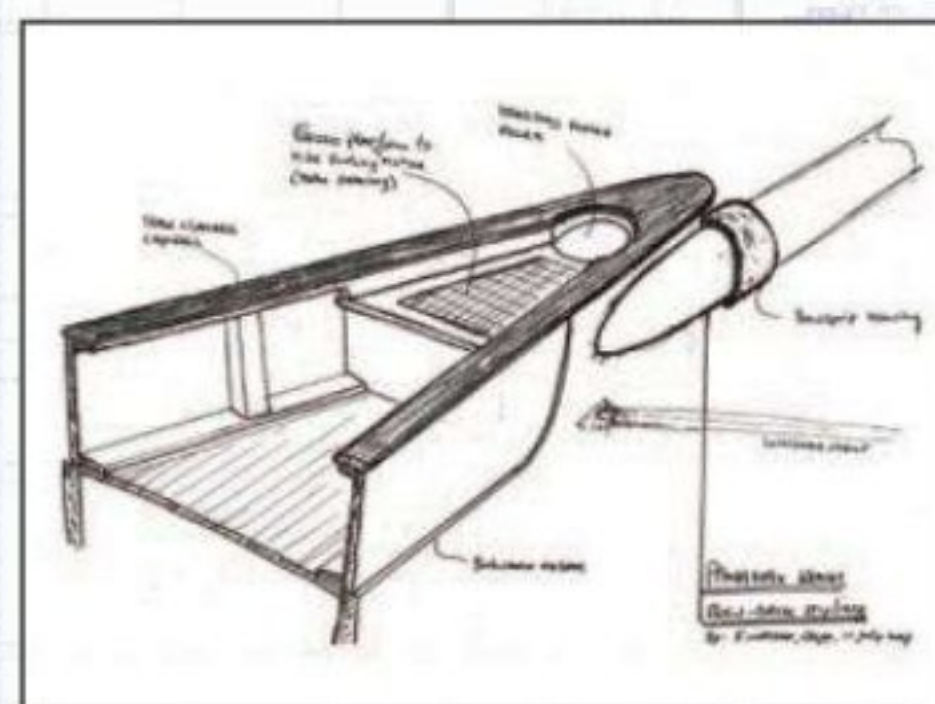
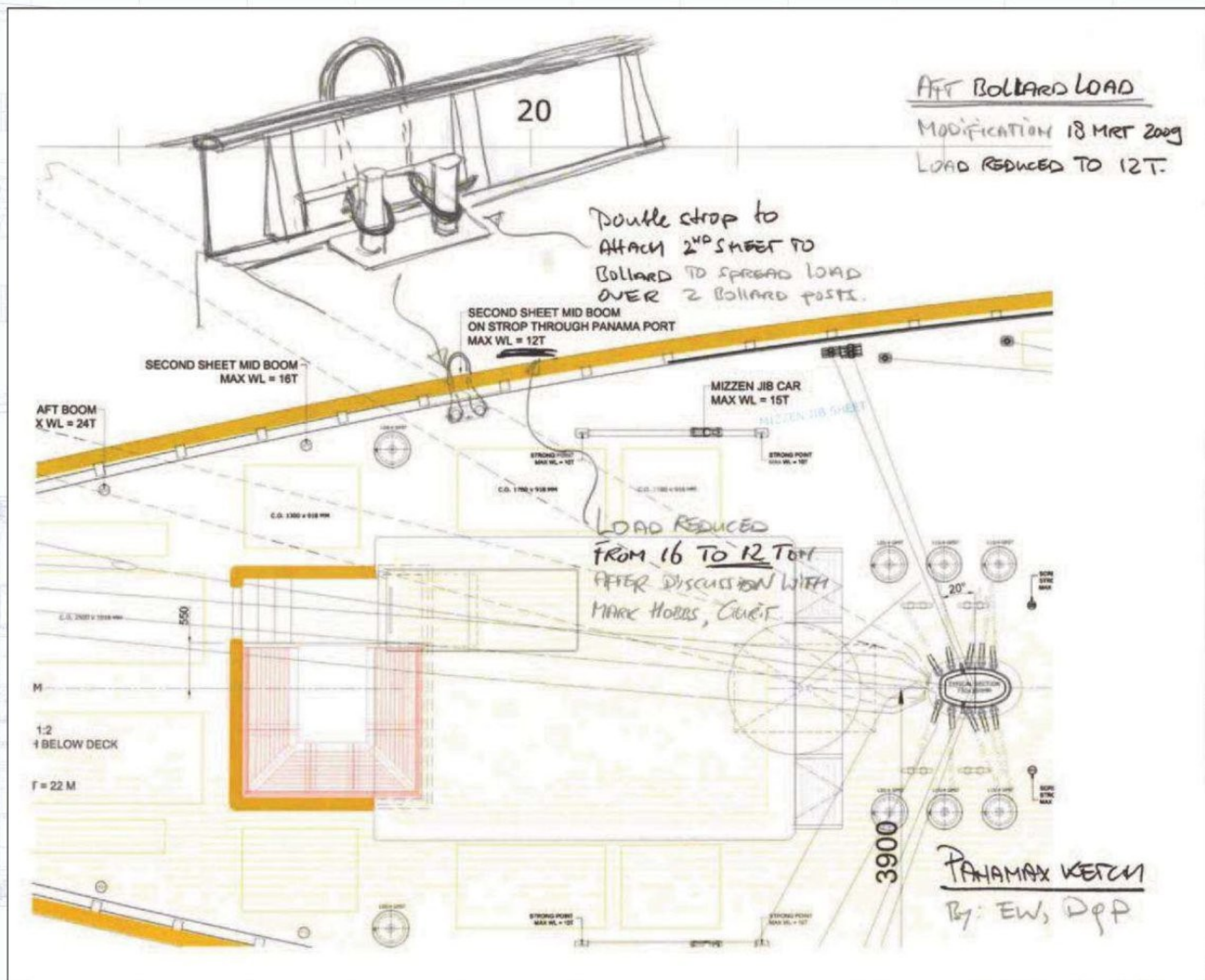
In addition to software-based analysis, a series of models was put through towing tank tests. 'We towed

words:

Tim Thomas

photography:

Courtesy of Dykstra
Naval Architects;
Rhoades Young
Design; Ocean
Yacht Systems



a number of smaller, seven-foot (2.1 metre) models in Delft to refine the Delft Systematic Yacht Hull Series to suit the *Hetairos* hull parameters,' says Wassen. 'From the obtained data a multi-dimensional polynomial regression was done to calculate the resistance curves, as input for the theoretical study models. For the final refinement of the hull a large, 26-foot (7.9 metre) model was made, in collaboration with Reichel/Pugh. The big model was in the towing tank for more than a week,' says Wassen. 'We did a complete session of runs with rudder angles, trim angles, heel angles and leeway angles, to be able to finalise the sail balance and VPP calculations.'

Of course, with the potentially high rig loads that a large performance yacht can generate, the stiffness of the hull was another major factor of the design. 'How can you make the structure stiff enough to limit headstay sag, and what about keel structural stiffness and strength requirements?' Wassen continues. 'Our experience with

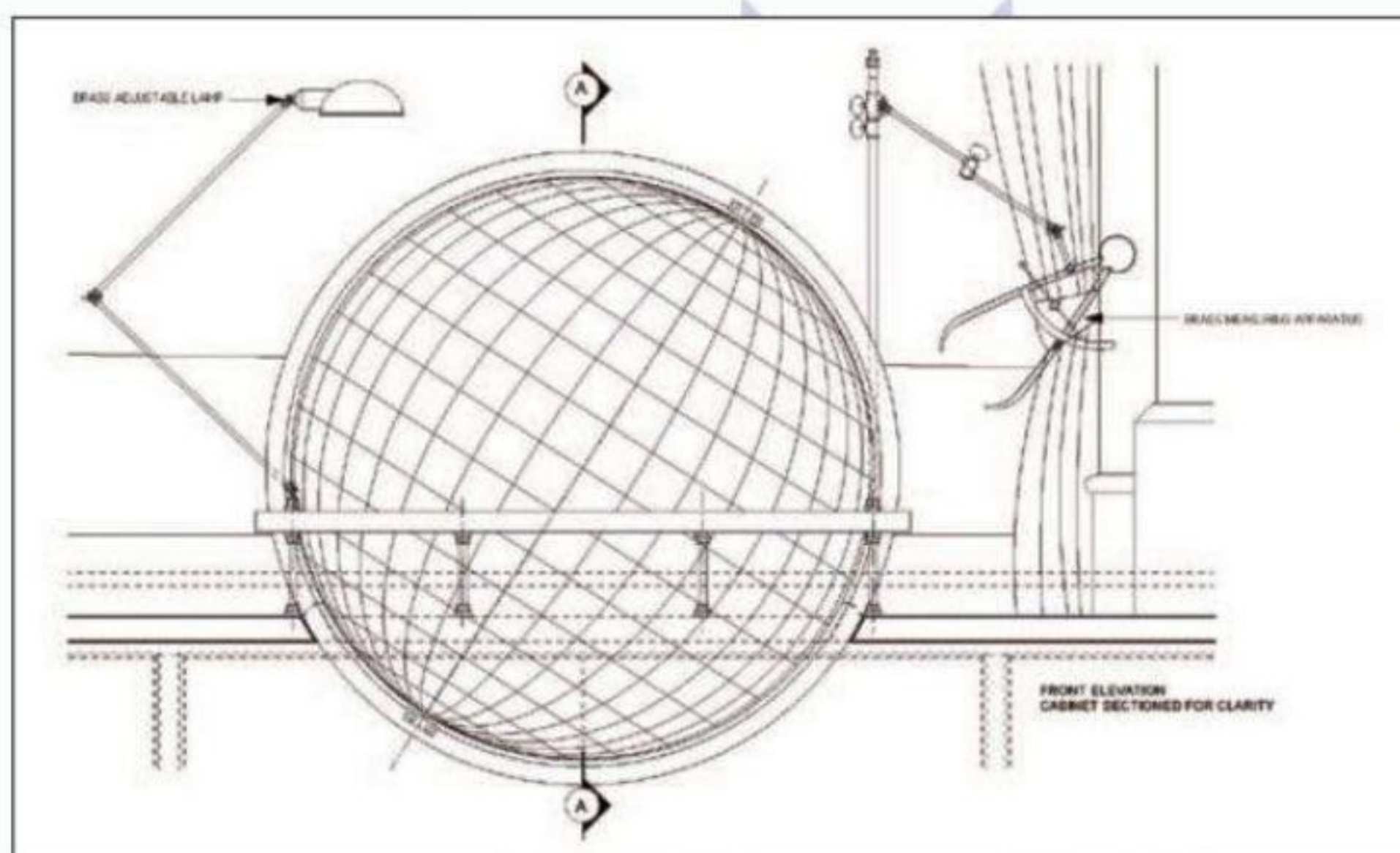
composites was limited, especially with a yacht of this size, so we collaborated with SP Gurit and combined our knowledge to get the load cases for this structure.'

When Baltic Yachts was selected to build *Hetairos*, they independently made a weight calculation of the yacht and ended up pretty close to what Wassen had calculated. 'That gave us quite a bit of hope that it was achievable,' says Wassen. 'Baltic are very keen on lightweight boats so their mind-set is very switched on in that respect, and they were very good at keeping a control on weight during the build. They are also very innovation-orientated, so it was very pleasant to be there and to work with them.'

Interior – Rhoades Young Design / Oldenburger

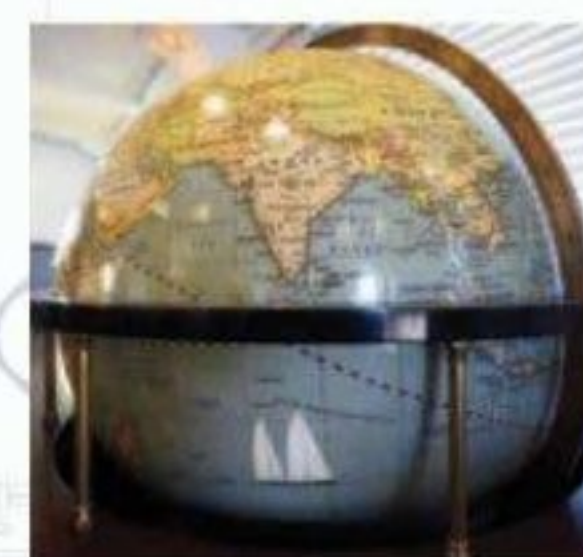
'I remember the first time we looked at *Hetairos*,' recalls Dick Young from Rhoades Young Design. 'She has the same volume and displacement as a 42 metre yacht, but the owner was thinking of a 60 metre interior. Essentially, we had to get a 60 metre interior into a 40 metre yacht.'

'We knew from the start that weight would be critical,' he continues. 'We met various people from the aircraft industry, but when we looked at weight, it was going to be too heavy! Through detailed research, we then dreamt up a monocoque structure for the furniture. Carbon was just adding weight, so we used E-Glass on foam panels. On top of that we added foam and cardboard with the veneer, and from the car industry we found a very high density plastic that can be milled and cut like MDF. Once we had built the monocoque we spent a lot of time on the other



elements – we don't just scatter cushions around. Our interiors are carefully engineered and we get equally involved not only in the aesthetic side but also the practical engineering side – there are some amazing materials out there that do amazing things that no one in the yachting industry has heard of. Once we had the ideas, we sent them to Oldenburger and Baltic for testing.'

'The challenge,' says Oldenburger's Timo Hartmüller, 'was to balance entirely contrary objectives. The requirement for strict lightweight design was opposed by the desire for the ambiance and the ultimate convenience of a luxury yacht. This project was unique in the extent of the technical design effort spent on the interior.'



Even the smallest details, such as the spinning globe, required comprehensive design and engineering

Propulsion – Ocean Yacht Systems



One of the OYS drives on a rig (above), and the finished article being fitted (right)

The propulsion set-up for *Hetairos* was no less challenging than the rest of the project. After several different options were looked at, it was decided to opt for a retractable drive system, which would enable the yacht to retain a clean, flush underwater shape when the drives were not being used.

Power for the yacht, including the hydraulic thruster system, comes from four VW Marine diesels, and by the time Ocean Yacht Systems was brought in to the project, in January 2009, the dimensions for the thruster mechanisms had already been set. 'The biggest challenges,' says Ian Crowden, director of OYS Thrusters, 'were getting a fully operational, high quality machine in a predefined area, and meeting the target weight set out in the project. We came up with a mechanical hydraulic drive to do the job, then we looked at changing out some of the primary components to titanium, including the main drive legs. Such a mechanism had not been designed before, and involved around 18 months of R&D. Some of the major

rotational parts are cast billet titanium, with the drive legs centrifugally cast. The main rotation bearings are composite.

'We worked with the Marin Institute, who tank tested a model of the drive legs to get performance data, and from there we fine-tuned the design. They were designed to be able to be deployed and retracted while the yacht was travelling at 15 knots, and a key requirement was a high bollard pull of 10 tonnes, which we exceeded. The four-blade props are 934mm in diameter, and are housed in carbon nozzles to maximise thrust.'



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Hetairos photo by Mats Sandström





New materials from non-yachting industries were combined with new methods of construction to create the interior and furniture, so that it fell within the strict weight requirements inherent in the yacht's design

Extremely light materials were required which would still offer the necessary strength to persist on a yacht sailing close to the wind. From materials research through testing and finally endurance testing, Oldenburger's construction department developed a vast range of lightweight materials which were used on *Hetairos*. For example, the bathtub is made from GRP, sprayed with a mixture of metal powder and epoxy resin to give it the look of a massive metal tub. Numerous manufacturing processes had to be rethought and adapted due to the connection of traditional and advanced materials, requiring a high level of creativity from our craftsmen.'

While there are many tricks and illusions employed to keep the weight down – 'the marble and stone on board is all painted foam, and the four oriental vases on board are made from foam and painted by a guy in the Cotswolds, UK,' quips Young – some elements were kept real. 'The door handles are metal, but milled hollow,' Young explains. 'Plastic is not cold to the touch, and it's all about tactile feedback. Once you start sowing seeds that everything is real, people are happy to believe, so when you touch a cold metal door handle, or the taps, you believe that all the other fittings are metal as well...'



Sails and gear – North Sails / Reckmann



As with everything on board, the decision was made to go for North's cutting edge 3Di sail technology. This consists only of fibres and resin, like a pre-preg laminate, and is not formed on a film of Mylar or other material like other sail laminates. Reinforcements and even batten pockets can be integrated directly into the sail.

'The challenge for us,' says Jens Christensen of North Sails Europe, 'was not the size of the sails but the exceptional performance and technology demanded for a yacht of this size. It was decided to make all the upwind sails in our new 3Di material, particularly because it exhibits even greater dimensional stability than 3DL. It was a completely new experience to find that the flat jib forward of the spanker, which was supposed to create better airflow over the spanker, in fact brought a 1.5 knot increase in upwind speed.'

In sail training off Lanzarote shortly before the start of the transatlantic race, the top section of the mainsail tore due to a number of factors, but the time from North in Copenhagen being notified of the damage

to the repair being completed was just three days. The repair was invisible, and the sail withstood the Atlantic crossing with no further damage.

Hetairos also required additional innovation in the furling gear. Says Björn Möser of Reckmann, who developed three unique, custom under-deck furlers for the yacht: 'As weight played a huge role in the project, some components like the halyard sliders were made in titanium and carbon. We had to amend our test rigs with special devices to test these components, and this proved particularly necessary for the blade furler, which has not only an integrated connection for air battens as well as a cunningham slider, but also an electronic torque controller.'

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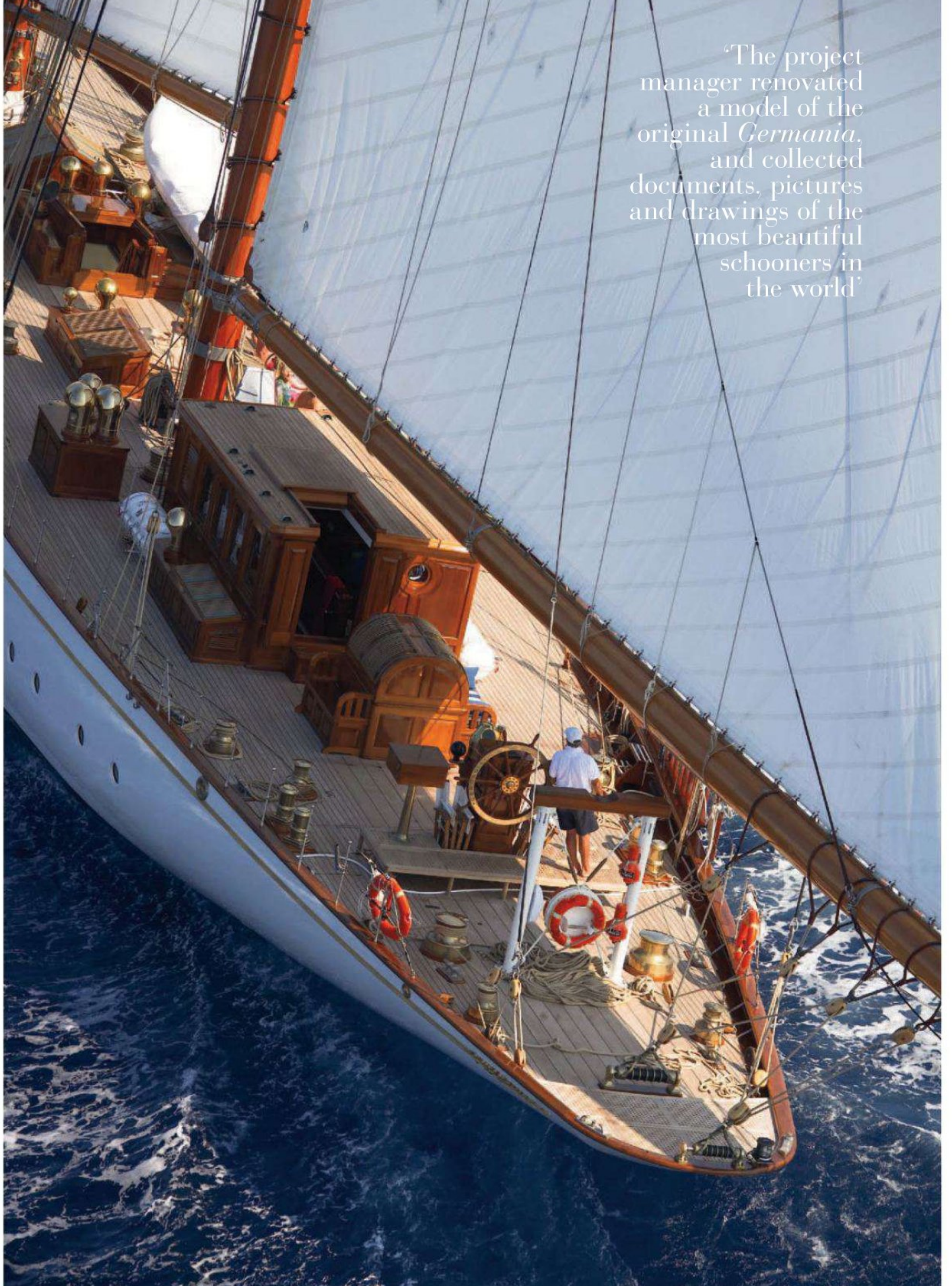
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words: Monika Kludas
photography: Ed Holt

Germania Nova



‘The project manager renovated a model of the original *Germania*, and collected documents, pictures and drawings of the most beautiful schooners in the world’





On the main deck (above), technology meets the look and traditions of 1908 design, with hydraulic Meissner winches by Holmatro and brass ventilation hoods used in harmony with Burma teak planking and hand-made rigging

Building a classic replica of a boat built more than 100 years ago usually involves greater effort and several times more people than building an original. They look for plans and pictures, search archives and libraries, interview contemporary witnesses and identify materials and construction details. The project team of *Germania Nova* know a thing or two about that themselves. But that was only one half of their task.

The second half is to put together the puzzle of results and to take the difficult decision: design the replica version with nearly identical materials, layout and design, or – following the owner's wishes – provide it with a more modern touch.

In 2008, when the decision was taken to build a replica of *Germania*, which would resemble the original on the deck and topsides and have a few 1908 reminders inside, nobody was more surprised than the project manager Rainer Hantke himself. 'I never thought I'd get the chance to bring this historically important boat back to life,' he says. 'I was lucky to meet an owner who has the courage to initiate such a rebirth.'

Hantke's design studies at the Folkwang Academy, Essen, extensive sailing practice on classic schooners and experience on restorations all prepared him for the responsibility of this unusual build. Together with his partner Gudrun Wedekind, he collected documents, pictures and drawings of the most beautiful schooners in the world and renovated a model of *Germania* from the Krupp Foundation in Essen. Unfortunately, there were no original drawings left except those of *Meteor IV*, *Germania*'s near-sister, although many black-and-white pictures, a sail plan and an accommodation plan were found in contemporary German yachting magazines.

Another historic model built in 1907 to a scale of 1:50, had been restored for the Foundation by Dr. Gerhard Schoen, a dentist from southern Germany. During his childhood, Dr Schoen had helped his father build ships' models and he later built and raced authentic classic yacht models himself. His latest building project is a 1:24 reproduction of *Germania*, for which he has spent 34 years collecting information.

During the renovation of the 1907 model, he used a scanner to measure more than 1,400 data points on the hull, and with a CAD program a computer specialist reconstructed the frames and lines of the model. Dr Schoen agreed to provide these plans for the replica *Germania Nova*. Together with another – although slightly inaccurate model – plan and the *Meteor IV* plans, the Yacht Research Unit in Kiel, northern Germany, designed a 3D view of the hull, which was the basis for the design office SDC Ship Design & Consult to draw plans for approval by Germanischer Lloyd.

Dr Schoen had also contacted the grandson of Gordon Woodbury, one of the former owners of *Germania*, who keeps his grandfather's photo album and other documents. Both the model builder and the project team were able to identify many important details from picture enlargements.

Two new models were built: one for hydrodynamic tests and a second for wind tunnel trials. It was clear the full-sized replica should be fitted out with an engine, so the underwater lines of the lower deck were modified slightly for the propeller. In November 2008, the construction contract for *Germania Nova* was signed with the shipyard Factoria Naval Marin (FNM) in Spain, which had recently launched the Herreshoff schooner *Elena*. 'These two boats are benchmarks for our future business,'



Great effort was taken to design the main deck in the original style, using contemporary images and plans. The teak deck matches the pine bowsprit and masts and spruce spars



says Carlos Morales, manager of the department for yachts and special craft at FNM. 'In this area of Galicia (north western Spain), the concentration of auxiliary industries is very high and there is evidence for me that we have the capacity to build more yachts.'

Germania Nova's hull was built in four sections: the keel; the central section between the owner's cabin and captain's cabin; the bow; and the stern section. 'In comparison with the original, thick nickel-steel plates, which were butt riveted on internal flat irons, weight could be reduced with today's thinner steel and state-of-the-art welding methods,' explains Detlev Loell of the project team. The sections were turned over in September 2009, welded together and three months later Germanischer Lloyd signed the certificate of hull completion.

As the schooner was to be equipped in compliance with MCA and LY2, it was a challenge to squeeze all necessary systems into the hull's tank deck. To make efficient use of space all the tanks were integrated into the construction and the air-conditioning and ventilation systems placed in suitable non-central positions. A water-maker, a vacuum system and a sewage treatment plant reduce water consumption and retention to the lowest levels possible while still meeting Germanischer Lloyd regulations for leak stability. A compact 300kW Deutz engine was calculated sufficient for safety. The reduced rpm helps save fuel, and reduces noise emissions. An elaborate selection of

low-noise systems and thorough insulation throughout have also been added.

Down below, the accommodation layout was tailored to the owners' needs and wishes. In 1908, *Germania* featured a lady's room with piano, and crew quarters with camp-bed-like berths in the bow. For the replica, especially as the crew would live on board for months, it was right to create practical and comfortable accommodation. Every area, including the galley and en suites, was built first as a complete 1:1 mock-up in the studios of Oliver Design. After approval by the owner's representative, the mock-ups were replaced by genuine furniture. For Emilio Bustamante, Oliver Design's manufacturing manager, *Germania Nova* was an impressive classic yacht to supervise. 'Replicas have become very popular with owners,' he says. 'And they really love their boats, because it is not easy to handle a 60 metre gaff schooner compared to, say, a launch.'

Walking down the main companionway in the deckhouse, the corridor on the tween deck leads aft to the owners' full beam suite. The raised king-size bed is flanked by sofas upholstered in light brown de Sede leather. The bed faces a large television that becomes a mirror when not in use. To port the en suite is divided into a shower, head and a main area with wash basin. Forward of the owners' suite, there is a dayhead, followed by four double guest cabins, all with en suite shower rooms. In every area the white painted vertical surfaces, ceiling planks and beams match with the yacht's varnished mahogany and her teak floors. Classic brass fittings and splashes of blue-and-white striped fabrics provide a fresh Mediterranean atmosphere.

The cruciform saloon follows the original layout and features a large dining table seating up to 12. A second table is surrounded by a sofa and extensive cupboards and cabinets for storage. A beer dispenser, a wine cooler and an ice-maker are modern concessions to a social

'Replica owners really love their boats, because it's not easy to handle a 60 metre gaff schooner compared to a launch'



The main saloon (right and above right), set in a cruciform shape, can seat up to 12 at several tables and a sofa, all detailed in the blue-and-white striped palette. Further forward is the fully equipped galley (far right)



Germania: a history of the 1908 original



DAVID WOODBURY COLLECTION

The beginning of the 20th century signalled a belated upturn in the great sport of yachting in Germany, supported by Kaiser Wilhelm II. The Kaiser was a keen racer in his schooner *Meteor III*, built in 1902 in the US, although there was little competition in this top A1 class at the time.

Then onto the yachting scene came a successful businessman who saw the advantages of sailing as an upper-class sporting and social arena to build his business. Dr Gustav Krupp von Bohlen und Halbach commissioned the largest sailing schooner then built in Germany, as a symbol of the

industrial leadership of the Krupp steel and shipbuilding group. The innovative design engineer Max Oertz designed him a two-masted ship with a CWL of 32.94m, beam 8.16m, draught 5.3m and sail area 1,300m², and supervised the build himself at Krupp's Germania yard in Kiel, northern Germany.

Officially a wedding gift from Krupp's wife Berta, owner of the Krupp group, *Germania* was built in modern nickel steel, with the outer shell panels butt riveted onto longitudinal flat irons.

All involved in the project were sworn to strict secrecy. Krupp even politely deflected enquiries from Kaiser Wilhelm himself, who was keen to know whether the yacht would be a rival to his *Meteor III*: '*Germania* is being built primarily as a cruising yacht for my wife and myself, but if she should turn out to be quite fast she will take part in a few races now and then.' In fact the yacht put in an outstanding performance at Kiel Week in 1908 and set a new

course record in Cowes Week the same year. The Kaiser immediately commissioned Max Oertz to build him a very similar yacht, which as *Meteor IV* battled out many duels with her sister ship.

When WWI was declared, *Germania* was in Cowes and Krupp sent a telegram ordering her to return to Germany. *Germania* first put in to Southampton for repairs, however. On 6 August 1914 she was seized as a prize of war, along with other German yachts, and put up for auction by the Admiralty in 1917.

Thus she came into the possession of Norwegian shipowner Christoffer Hannevig, who rechristened her *Exen* after his nickname 'Excellency'. He sailed her to New York, where she was used for official and social functions. Following Hannevig's bankruptcy in 1921 the yacht again came under the hammer.

Gordon Woodbury, the former US assistant secretary of the navy, purchased her at a bargain price.

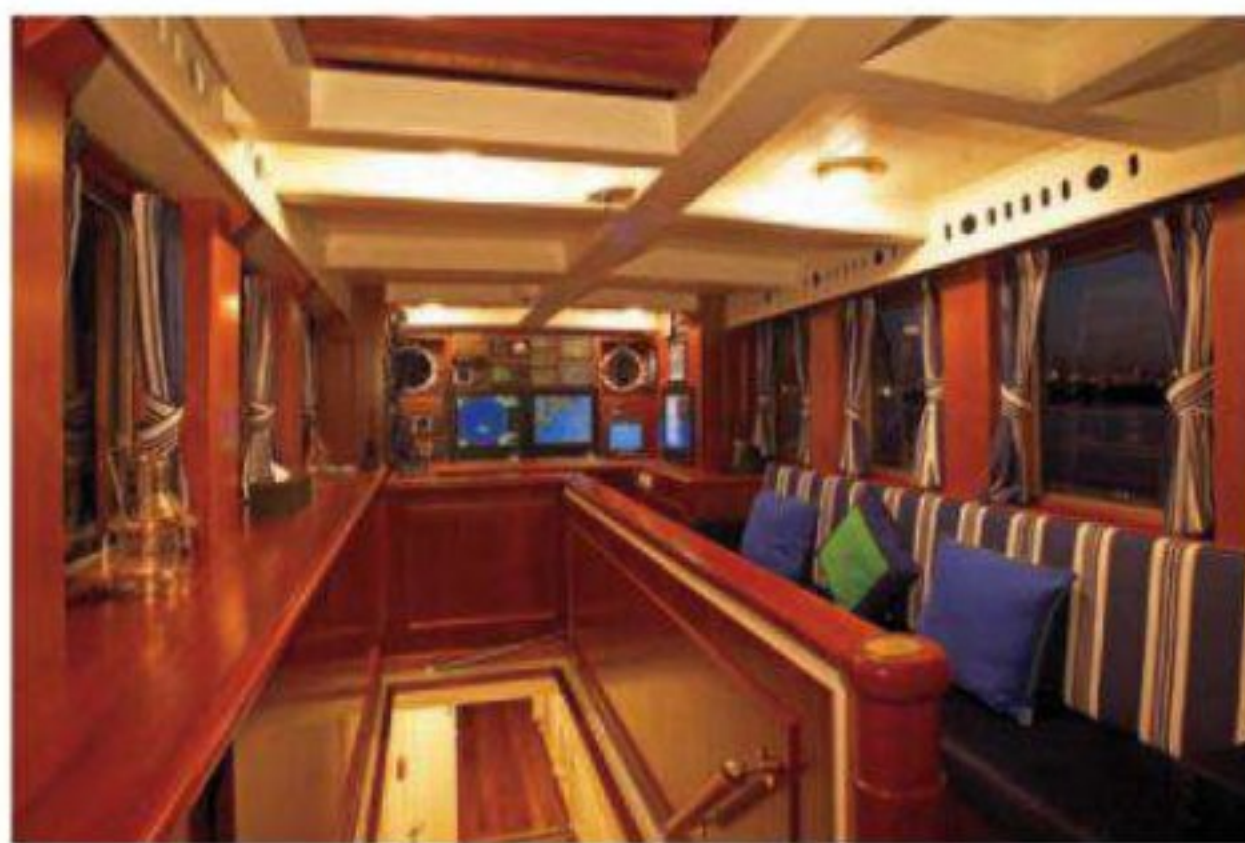
He retained the opulent interior, but during a storm in January 1922 the schooner, now renamed *Half Moon*, nearly sank with the whole of her crew. Back in New York, Woodbury unrigged and dismantled her and sold the hull in 1923.

Sold on quickly for scrap, the hull sat in Miami Harbour as the 'Germania' floating restaurant and dance pavilion. In 1926 she sank in a hurricane, then was raised and sold to Captain Earnest Smiley, who used her as a fishing barge and cabaret from 1928, chained to a reef off Miami. In 1930 another hurricane struck and the yacht broke loose from her moorings. The Smileys escaped, but *Half Moon* ran hard aground on a sandy shoal off Key Biscayne, and was soon engulfed in sand.

It was only in 1987 that research divers took an interest in the vessel. They retraced her astonishing history and had her designated as Florida's seventh underwater archaeological preserve in 2000.



Divers off Key Biscayne, Florida, investigate the wreck of *Germania*, now an archaeological preserve



atmosphere. Further forward, a door on the port side leads into the fully equipped galley and a storage room, while the door to starboard opens onto a corridor with a hatch to the lower deck, two cabins for the captain and officers with a combined head in between, and a laundry. Completing the crew quarters are a mess room with two gimbal tables, two shower rooms with heads, six open berths at the foot of the forward companionway and four in the forepeak.

The deckhouse, beautifully clad in mahogany panels, conceals the obligatory navigation and communications equipment and extensive monitoring systems for all areas. When the fire-resistant horizontal door to the companionway is open, it fits perfectly to the railing. Much effort was made to design the deck in the style of 1908. Fittings, ventilation hoods, shock-absorbing sheet blocks and the binnacle are just a few examples of the custom-made equipment incorporated. Recessed foot switches drive 11 hydraulic

Meissner winches made by Holmatro. The traditional Burma teak planking of the deck superbly matches the high gloss finish of the Oregon pine bowsprit and masts. The spars are made from carefully selected and dried Sitka spruce. In the building of the masts and topmasts, which measure 42.66m from the foot to masthead, Dutch company Ventis glued the 16 sections of wood together in tightly controlled conditions of temperature and humidity, ensuring a uniform strength throughout. Ventis has gained an excellent reputation from work on similar classic yacht projects such as *Elena* and *Atlantic*. The icing on the cake is the rigging from Jochen Gnass and his team – they made all the wires by hand using traditional tools and methods, with just one double shroud of the lower rigging weighing about 150kg. This tremendous work resulted in a perfectly tuned interaction of spars, sails, ropes and trim.

The wonderful results could be observed during the sail trials in spring 2011. Speeds between 12 and 14 knots in a light breeze confirmed the hope that *Germania Nova* would sail faster than her predecessor. 'This boat causes pure exultation,' says the owner's representative. Her captain, John Bardon – a schooner specialist – is very satisfied with her seaworthiness. He sailed her from Spain to Nice via Gibraltar, Malta and Palma de Mallorca, where the owner and his family took the chance of extensive sailing during the 2011 summer season. Her debut in the Med ports attracted many visitors, who wanted to know her history. *Germania Nova* of 2011 has managed to square the circle: she's a replica built with an original look – and state-of-the-art facilities for luxury charter.



The blue-and-white striped motif, with mahogany topsides, teak floors and white-painted bulkheads, continues throughout the interior (top) including the accommodation areas. The owner's suite (right) features a raised king-size bed flanked by two brown leather sofas



GERMANIA NOVA *Factoria Naval Marin*

LOA 60.4m
LWL 33m
Beam 8.1m
Draught 5.41m
Displacement 260 tonnes
Sail area (upwind/downwind)
 1,300m² / 2,383m²

Sails
 North Sails, Classic Division
Masts and spars
 Ventis
 Scheepstimmerwerk
Rigging
 Oevelgoenner Tauwerkstatt
Winches
 Meissner by Holmatro

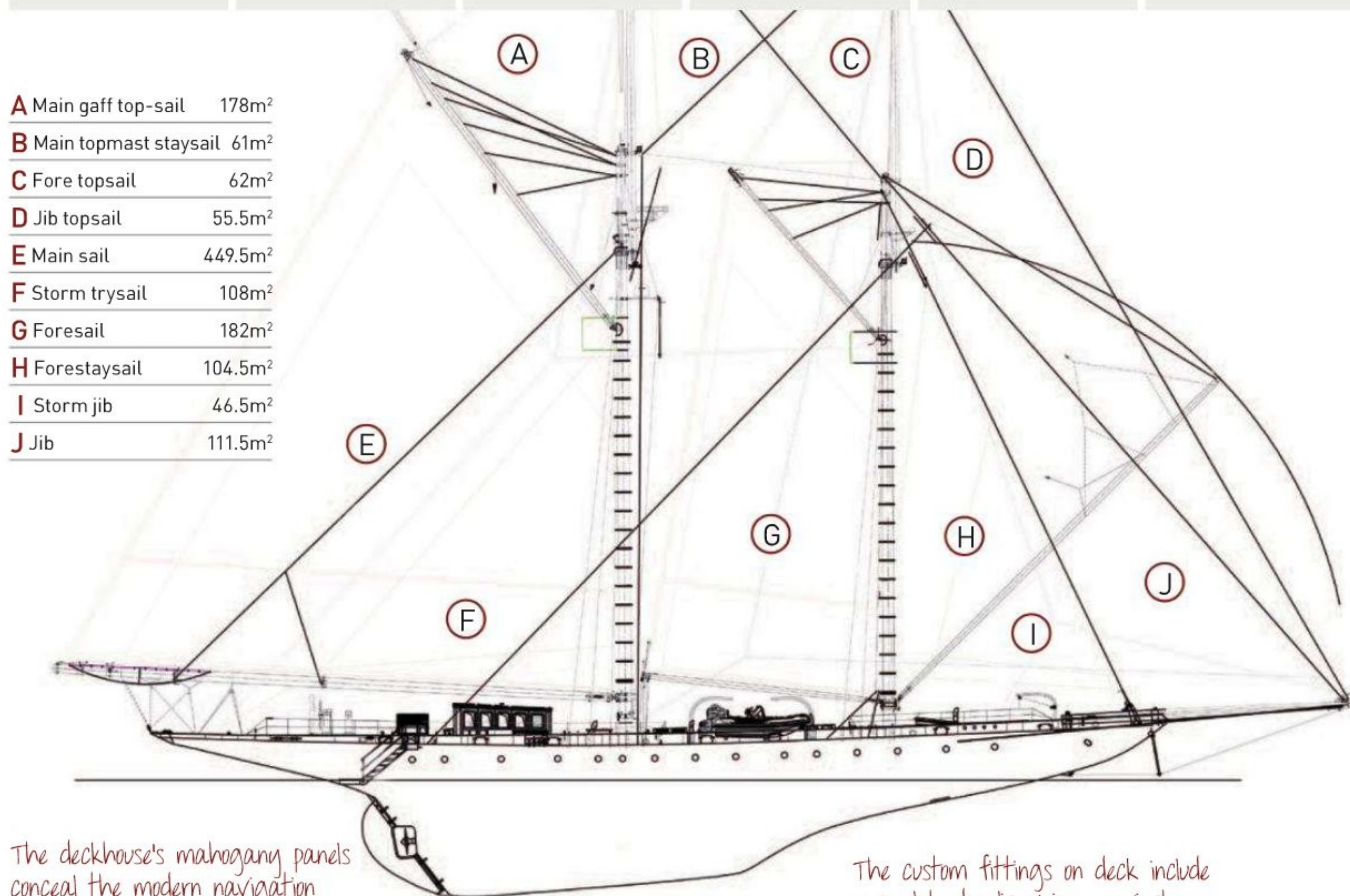
Engine
 Deutz BF6M1015ML, 300kW
Propeller
 Hundested 4 blade
Thruster
 Lewmar 500 Swing, 75hp
Generators
 Kohler 1 x 50kW; 1 x 40kW;
 1 x 20kW

Fuel capacity
 13,500 litres
Freshwater capacity
 9,000 litres
Owners and guests 12
Crew 13
Interior design
 Oliver Design

Construction Steel
Classification
 Germanischer Lloyd 100A5
 Sailing Yacht; MCA LY2
For charter
 Hill Robinson
 David Price
 tel: +33 492 80 59 59
 email: charter@

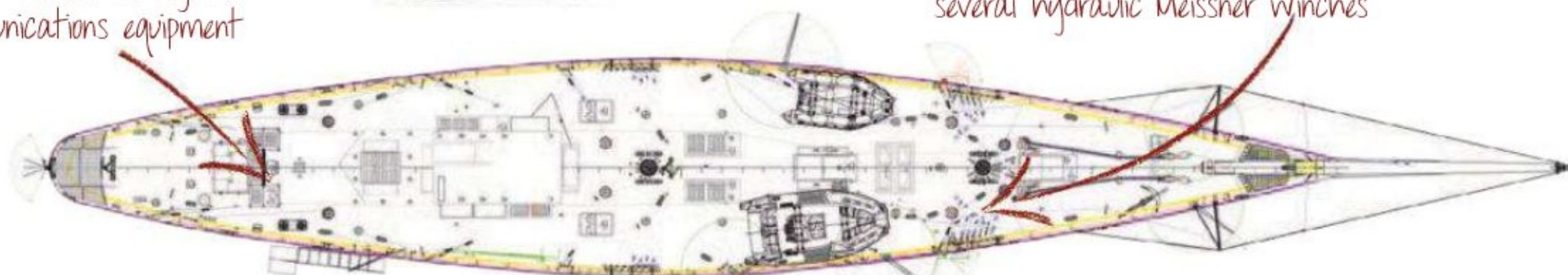
hillrobinson.com
 web: www.hillrobinson.com
 high season €80,000pw /
 low season €70,000pw
Builder/year
 Factoria Naval Marin/2011
 Marin, Spain
 tel: +34 986 880 256
 email: info@fnmarin.com
 web: fnmarin.com

A Main gaff top-sail	178m ²
B Main topmast staysail	61m ²
C Fore topsail	62m ²
D Jib topsail	55.5m ²
E Main sail	449.5m ²
F Storm trysail	108m ²
G Foresail	182m ²
H Forestaysail	104.5m ²
I Storm jib	46.5m ²
J Jib	111.5m ²



The deckhouse's mahogany panels conceal the modern navigation and communications equipment

The custom fittings on deck include several hydraulic Meissner winches



The main saloon is at the heart of the lower deck, its shape matching that of the original Germania



The modern replica required an engine, so small changes were made to her underwater lines to accommodate the propeller



MARIN YACHTS

"Who said you cannot daydream ?
It is not a dream or a fantasy, it is a reality..."



Photograph by ConceptWorks

41m schooner.
Delivered 2009

47m schooner replica.
Delivered 2011

45m motor yacht.
Delivered 2011

40m motor yacht.
To be delivered 2012

59m motor yacht.
To be delivered 2012

FUTURE
134m sailing
passenger vessel.
To be delivered 2013



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GERMANIA NOVA



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YOUNG DESIGNER OF THE YEAR

CALL FOR ENTRIES

Entries for the 2012 competition are invited from current students of yacht design and practicing yacht designers who qualified in 2010 and thereafter.

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Roger Lean-Vercoe

Chairman of the Judges

Tel: +44 (0)1752 881435

Email: roger.lean-vercoe@boatinternationalmedia.com

www.showboatsdesignawards.com/young-designer

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SAG
SKYNET AVIATION GROUP

Nordhavn

words: Tom Isitt
photography: Courtesy
of Nordhavn, Tom Isitt



There is something rather pleasing about the triumph of function over design. In our design-conscious world, seemingly presided over by Kevin McCloud of Channel 4 television's *Grand Designs* and the staff of *Wallpaper** magazine, it is rare to find objects that are no more than the sum of their utilitarian parts. Yes, your hardware store is filled with functional design from Bosche or De Walt, but in almost every aspect of our lives the objects we use are aesthetically pleasing as well as functional: your kettle, your phone, your computer, your car.

Indeed, it appears the world has gone design-mad. Our televisions are inundated with programmes extolling the virtues of Marrakech chic or contemporary oriental minimalism and our houses bulge with re-editions of Eames, Jacobsen and van der Rohe furniture.

But when it comes to boats, the same rules do not always apply. The sea can be a hostile environment, and those who like adventure don't necessarily want to be at sea during a lumpy Force 5 in the nautical equivalent of a crystal chandelier. In northern European waters especially, there is a need for sturdiness and solid build quality, and in the superyacht world the explorer yacht has gone from a niche market oddity to mainstream and desirable.



NORDHAVN'S 76 RANGE CONTINUES ITS TRADITION OF FUNCTIONAL,
STURDILY BUILT YACHTS FOR THE MORE ADVENTUROUS





There is something appealing in unashamed utilitarianism, particularly when executed with a modicum of style. Not convinced? OK: Panasonic Toughbook or MacBook Air? The Air is fantastic in Monaco, but may not be as suitable in the deserts of North Africa or the forests of South America. If you want to do more than motor from one Med marina to another, utilitarianism takes priority.

Say what you like about Nordhavns, no one can accuse it of bowing to fashion. For more than 30 years it has been building trawler yachts (the term generally given to smaller explorer yachts) primarily for the American market, which are well engineered, solidly built, and styled more like something out of *Deadliest Catch* than *Quantum of Solace*. But PAE (Pacific Asian Enterprises), the company that designs Nordhavns and has them built in Taiwan, has established a reputation for rugged yachts capable of travelling huge distances.

Taiwan has a growing reputation in the superyacht world, and while some of the boats coming out of Taiwan fall short of superyacht standards, Nordhavn has always produced boats of impeccable quality and engineering.

Most are bought by couples who are (how can I put this politely?) past the first flush of youth, and who tend to go cruising either just as a couple, or with one or two other couples. They are usually owner-skippers who think nothing of a 2,000 nautical mile trip to somewhere remote.

The 76 is a semi-custom build, and each is slightly different; this example, *Kahu*, has the dining area, saloon area, galley and day head on the main deck, with the

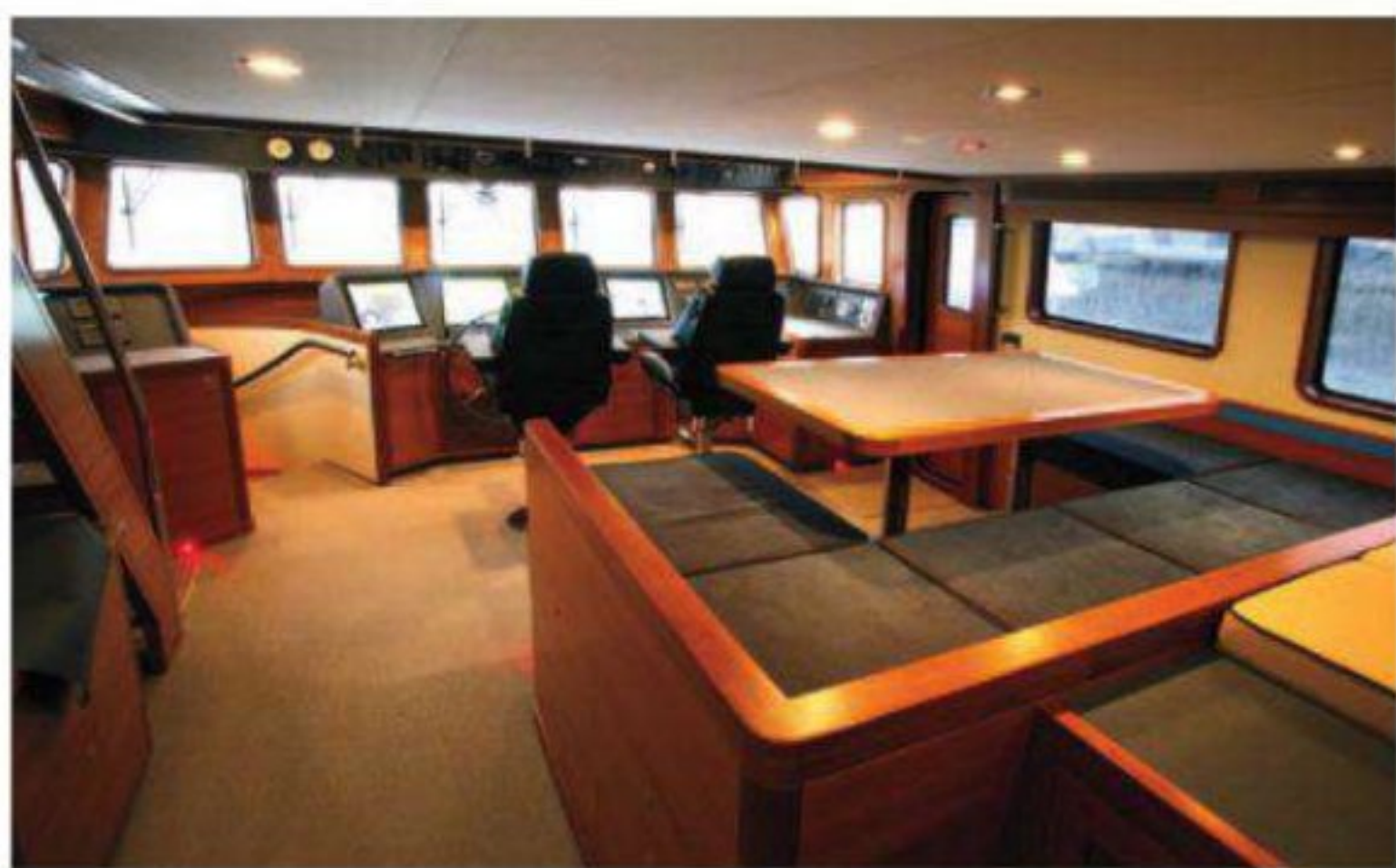
owner's suite forward. On the lower deck is the VIP double, a smaller double, a utility area and the engine room, while on the upper deck is the pilothouse. The standard layout allows for a captain's cabin in the aft part of the pilothouse, but this owner has chosen to remove it altogether to give a more spacious feel to the deck. Above is a small flybridge with external helm position.

For a 76 foot (23 metre) boat, the sleeping accommodation is sometimes less than generous, but to moan would be to miss the point. This is a go-anywhere do-anything boat in which four to six people can cruise in style and comfort – for months on end. The owner's suite and the VIP are of a good size and comfortably appointed, even if the second double cabin is snug. There is a 10-berth option if you need that much accommodation, but it divides the owner's suite in half to give two much smaller cabins, while the captain's cabin can be enlarged to make it a twin.

The communal spaces, however, are spacious and well thought out, with high ceilings and large windows giving the impression that this boat is bigger than 23 metres. The décor is understated without being bland, and the overall feeling is one of good design and build quality. From the drawers in the galley to the installation of the Lugger wing engine, everything is properly put together. The overhead handrails on the saloon ceiling are a case in point.

The feeling of solidity is reinforced once out on the water. On a blustery December day on the Solent *Kahu* performed well in foul conditions. The MTU Series 60 main

The pilot house on the upper deck (above) has a captain's cabin as standard aft, but on the *Kahu* a seating area (middle right) creates a roomy feel. That impression of space continues in the main deck design, with dining area, saloon and galley (right and top right) easily accommodated



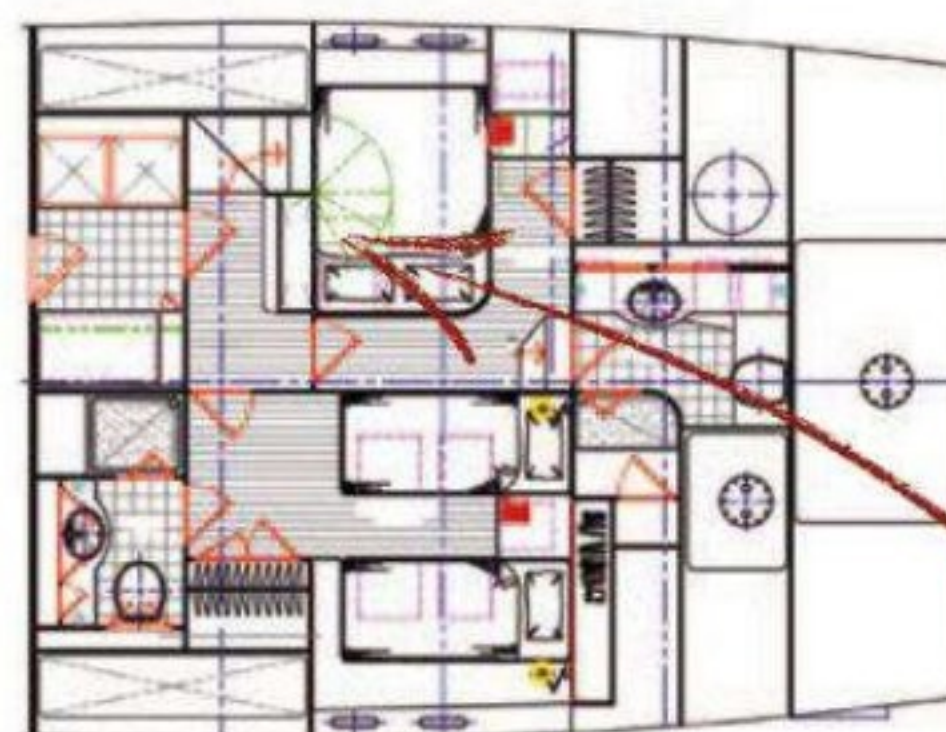
engine puts out 535hp and will propel the 76 to a top speed just shy of 11 knots. At that speed she is burning 100 litres an hour, which is pretty economical, but cut the speed to nine knots and she is only using 64 litres an hour. With a fuel capacity of 15,520 litres that means genuine ocean going is a possibility.

Of course, the 76 still rolls a bit in a beam sea – as with any semi-displacement hull with a tall superstructure, you would expect it. But the TRAC stabilisers do a good job of keeping the effect to a minimum.

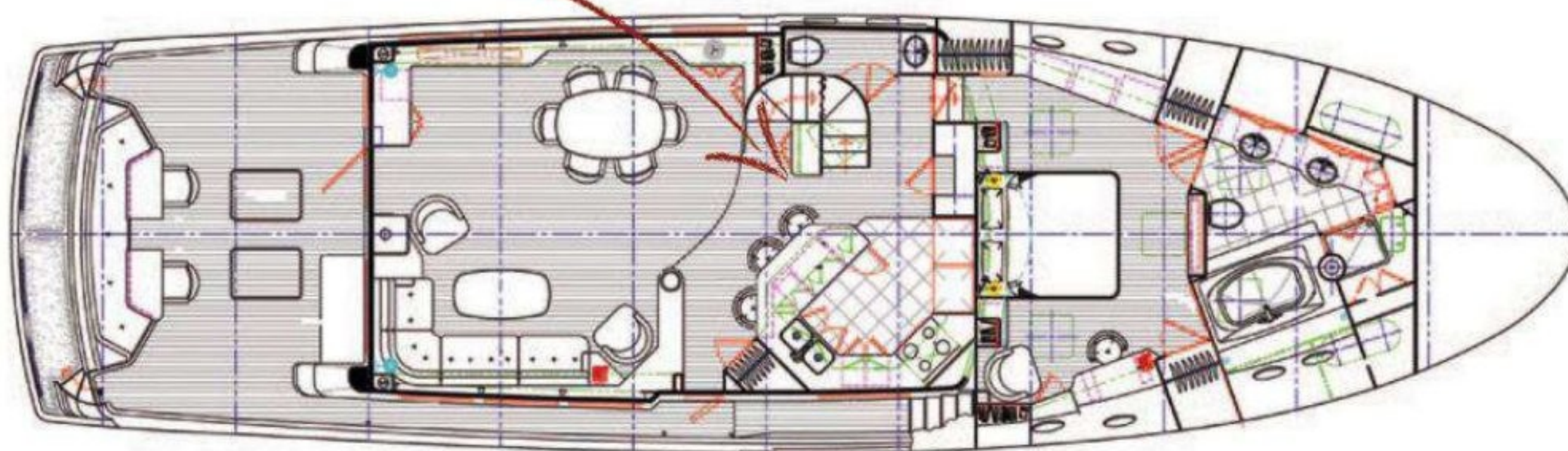
The Nordhavn 76 is an excellent boat for a certain type of owner. It may look more like a fishing boat or tug than a luxury yacht, but the utilitarianism appeals to those who like solid engineering and functionality. If Isambard Brunel was around today, he would absolutely approve of Nordhavns.



Kah's custom upper deck design puts a seating area aft of the pilothouse



on the main deck, aft of the owner's suite, is the saloon, a dining area, the galley and a day head



The lower deck features a VIP double suite, a twin cabin, small utility area and the engine room

NORDHAVN 76 Pacific Asian Enterprises



LOA 23.24m
LWL 21.03m
Beam 6.4m
Draught 2.34m
Displacement
114.3 tonnes
Gross tonnage 110GT

Engines
MTU Series 6,535hp
Speed (max/cruise)
10.7/9 knots
Range at 9 knots
2,300nm
Thrusters
50hp bow, 38hp stern

Generators
1 x 40kW Onan electric;
1 x 27.5kW Onan electric
Fuel capacity
15,520 litres
Freshwater capacity
3,028 litres
Owner and guests 4-10

Crew 0/2
Tenders
1 x 5-5.5m
Construction GRP
Classification
Lloyd's Register, CE,
MCA Safety

Naval architect
Jeff Leishman, PAE
Exterior styling
PAE
Interior design PAE
Builder/year
Pacific Asian
Enterprises/2011

Contact
Nordhavn Europe
Southampton, UK
tel. +44 (0) 23 8045 7741
web: nordhavn.com

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A selection of the world's top super yacht brokers offer their views on 2011 – the trends, the changes and what lessons have been learned

Superyacht market



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Market analysis
and intelligence

NEW TO THE MARKET

Broker	Yacht	Length	Year	Price	Notes
...

SPOTLIGHT: new to the market



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news round-up



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Arcadia's epic voyage
through the
Northwest Passage

Arctic Ocean

Arcadia transits the Northwest Passage

02 SEPTEMBER



Christianshab, Greenland 50° West

1,587 NAUTICAL MILES



words:

Clare Grainger

photography:

Luc Hardy; Courtesy of
Royal Huisman



THE ELEGANT ROYAL HUISMAN MOTOR YACHT *ARCADIA* BECOMES THE 159TH VESSEL TO NAVIGATE THE LEGENDARY NORTHWEST PASSAGE ACROSS THE ARCTIC OCEAN

The Northwest Passage remains one of the most remote and inhospitable regions of the globe and has until recently been virtually impassable, with the sea frozen for much of the year. Since Norwegian explorer Roald Amundsen first completed the journey in 1906 there have been fewer than 170 crossings, but with the retreat of the ice pack due to global warming, the

route is becoming increasingly navigable.

It was the isolation and exclusivity that inspired Captain James Pizzarusso and the owner of the 36 metre gentleman's motor yacht *Arcadia* to plan their own adventure – originally scheduled for 2009. 'My mate, Brent Cook, and I were on the bridge one night looking for an alternative to Panama to get back to the Med,'

17 SEPTEMBER



Cambridge Bay 106° West

1,691 NAUTICAL MILES

26 SEPTEMBER



Nome, Alaska 164° West



Left and above: giant icebergs are picturesque, but can create challenging conditions at sea. Right: *Arcadia* progresses west through a chain of near-deserted islands. Below: watchful wildlife is ever-present



explains Pizzarusso. 'We were trying to plan a circumnavigation, but Suez just did not appeal to anybody involved. The research for the Northwest Passage trip excited the crew and the owner, and so preparations began.'

Changing direction

They had lined up a potential west-east transit, but delays to their approach from Japan meant they lost their weather window. Undeterred, they began preparations for an east-west attempt, and in July 2011, after some preparatory refit work at Royal Huisman's yard in Holland, *Arcadia* headed up the North Sea bound for Greenland.

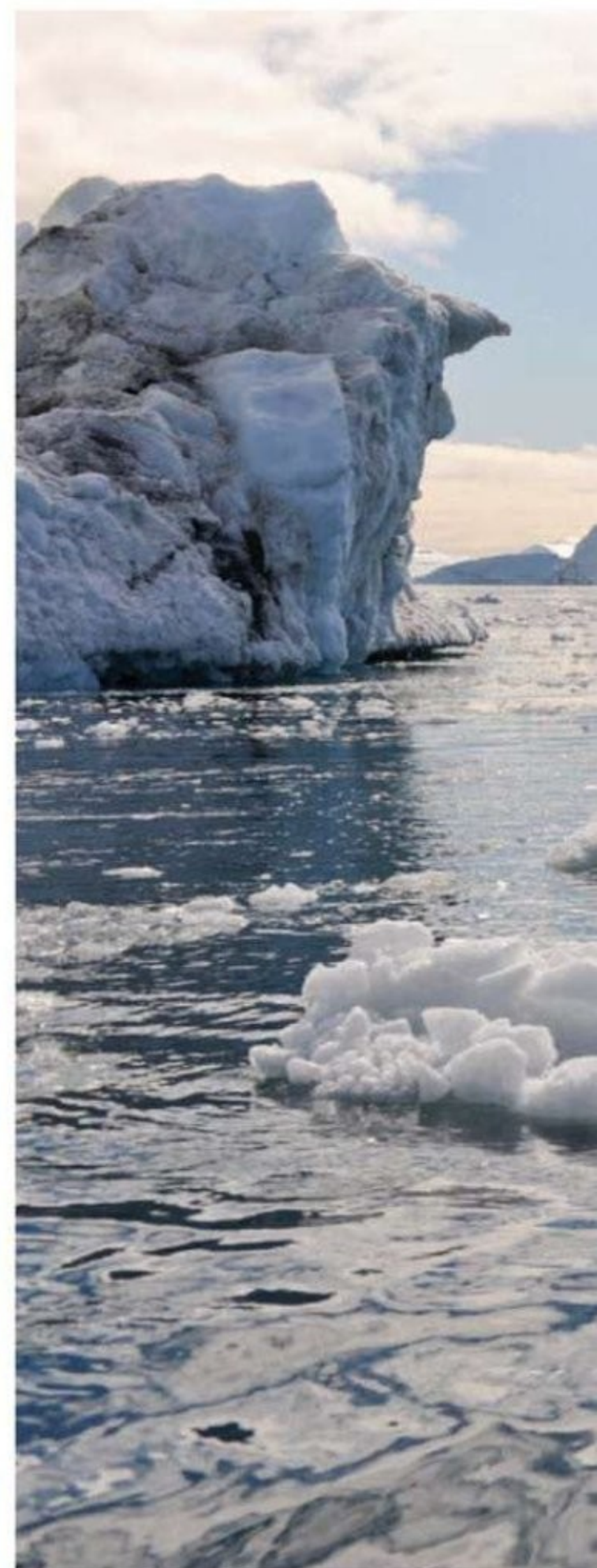
The plan was to cruise Greenland's coast for three weeks to await the optimum weather window and to use the area as a training ground to see how *Arcadia* would perform in challenging conditions.

It was a steep learning curve. The yacht had ventured into the Arctic Circle before, but had never undertaken such a challenging voyage. She is a luxury cruising yacht constructed from aluminium with some carbon composite elements in her superstructure – not a steel bound ice-breaker – and her stabilisers are also largely incompatible with chunks of submerged ice.

In preparation, Pizzarusso added temporary floodlights to the bow. 'I didn't want to risk missing something by scanning with just the searchlight,' he says. 'I wanted the same lights that the guys on (television



Above: the relatively mild weather means anchorages can be chosen to allow all aboard to step ashore and enjoy invigorating hikes, and even daring photo opportunities on ice floes (far right). Right: on the bridge of *Arcadia*, ultra-careful navigation is required



series) *Deadliest Catch* use. Steve Figueiredo at Newport Shipyard gave us a few ideas, and a company in Holland provided the low pressure sodium lights. They proved to be very useful. For safety, we purchased cold water survival suits, added another Iridium satellite phone to our inventory and purchased a soft-bottom inflatable tender for rocky landings.

'I studied the charts and made it a point to familiarise myself and the crew with the "Egg Code" – the World Meteorology Organisation system for sea ice symbology – and other features on ice analysis charts. We were of the opinion that the trip was going to plan itself as conditions would favour different options as it unfolded, and that is what happened.'

Arcadia also enlisted retired US Coast Guard rear admiral Jeff Garrett, who had done the passage as master of an ice breaker, as a guide and adviser. 'We felt Jeff's experience of ice breaking could come in handy and he provided a fantastic amount of information on what we could have expected.'

Wildlife and tame seas

Arcadia's Greenland cruise was a great success on every level. Guests and crew were delighted by stunning scenery, diverse wildlife, magnificent shore-side trekking, welcoming indigenous people and the sheer scale and beauty of the ice they encountered.

On 2 September, the steep learning curve of *Arcadia's* training schedule soon flattened out to a point where captain and crew felt comfortable with their preparations and ready to take on the challenge of their attempted transit. *Arcadia* filled her tanks with winterised fuel and departed Christianshab, Greenland, for a three-day Baffin Sea crossing to Pond Inlet, and headed into the Northwest Passage.

Ice conditions were expected to be favourable but they far exceeded expectation; the passage proved to be free of sea ice, '*Arcadia* doesn't have the capability of pushing through even medium concentrations of ice,' said Pizzaruso. 'We had agreed with the insurance company

On 9 September, shortly after anchoring in a calm at Cape Home, *Arcadia* was subjected to almost 60 knots of wind and a steep one metre chop, just metres from shore



that we would not enter anything above two-tenths coverage, and I had no intention of putting the boat in a situation we would not be able to get out of.'

But the icy capes and islands left no room for doubt that *Arcadia* was travelling in extremely high and isolated latitudes: only one other ship was ever seen. And with yachts often becoming stranded and with conditions capable of changing rapidly, the crew could not afford to be complacent.

'Some of the conventional rules just don't apply up there, and what you have to do is counterintuitive,' says Pizzarusso. 'You would expect to find shelter and security in a protected anchorage, but the reality is that ice caps can create powerful katabatic winds and steep seas just metres from the shore. Safety and security are actually to be found in the normally more exposed areas of deep, open water.'

Arcadia progressed westwards by way of Devon Island, Prince Leopold Island, through Bellot Strait to Jenny Lind Island, Victoria



Charts note that the compass is effectively useless so close to the magnetic pole. However, GPS, radar and good old-fashioned visual bearings ensure safe passage



Island and then on to Nome Island, the Beaufort Sea, Chukchi Sea and Bering Strait. Anchorages were chosen to allow owners, guests and crew to enjoy invigorating (if sometimes cold and challenging) hikes ashore where they could explore, view wildlife and visit the graves of lost expedition sailors on Beechey Island.

Harsh conditions

The weather was relatively mild, 10 to 12 degrees centigrade by day on most days, and not too far below freezing at night. Occasional snow flurries were experienced along with quite fine weather, but the temperatures could drop alarmingly in the katabatic winds. On 9 September, shortly after anchoring in a calm at Cape Home, *Arcadia* was subjected to almost 60 knots of wind and a steep, four-foot chop, just metres from shore. Fortunately, her owner had the foresight, when building her, to specify anchors, winches and ground tackle well above the norm for a yacht of her size; with the additional benefit of good holding ground, she held securely throughout.

From a wildlife perspective, the passage yielded some dividends and some disappointments. Guests and crew were delighted by the

number of polar bear sightings but also by the healthy condition of the bears; those seen on a previous passage to Labrador in Canada had appeared emaciated by comparison. Thankfully, a close encounter with a swimming bear proved the only pulse-raising experience.





Top and left: bad conditions can move in fast, so *Arcadia's* owner specified anchors, winches and ground tackle well above the norm. Right: rugged up for expeditions – temperatures drop dramatically. Above and opposite bottom: whales are constant companions



'We were manoeuvring through a patch of glacial ice chunks when a bear suddenly appeared right in front of the boat,' recalled Pizzaruso. 'It rolled over, looked at the boat and snarled – we narrowly missed it.'

Humpback whales were regular companions but eagerly anticipated sightings of the much rarer narwhal and beluga whales did not come to pass. The best platform for wildlife sightings proved to be the yacht itself: shore parties discovered the sensitivity of both birds and mammals to their presence.

Navigationally, the Northwest Passage presented only modest challenges – but that is in the context of both 21st century technology and 2011's exceptionally open waters. The compass is effectively useless so close to the magnetic pole, but GPS, radar and visual bearings ensured safe navigation through the relatively deep and steep passages.

Arcadia covered a total of 3,278 nautical miles, of which 1,587 were completed between Ilulissat and Cambridge Bay, and a further 1,691 between Cambridge bay and Nome, Alaska. 'The highlight was the knowledge that we had done something that only a few before us have done, and we have a great respect for those who pioneered the

Northwest Passage,' adds Pizzaruso. 'We were very happy with how it worked out, especially after having had our 2009 attempt robbed from us.'

Memories and pride

For *Arcadia's* owner, the most powerful memories derived from the extraordinary sense of isolation and vulnerability at the northern navigable tip of the planet; from the sense of awe and humility that accompanied a passage in the footsteps of pioneers such as Sir John Franklin and Amundsen; from the magnificence of the scenery and wildlife; and from the recognition that this relatively small yacht could offer such comfortable and reliable access to an exceptional experience so far from modern-day human habitation.

There is also the quiet pride in being the 159th vessel to complete a transit of the Northwest Passage (and she was officially credited as the 145th because each year's passages are listed alphabetically). The open waters of 2011 may have made the attempt less challenging than in earlier times, but it takes a rare spirit to even contemplate heading north into the Arctic Circle to make such an attempt. ►

FACT FILE The Northwest Passage



The Route of *Arcadia*

WHERE?

The Northwest Passage is 430 nautical miles north of the Arctic Circle and about 1,025 nautical miles from the North Pole. It consists of a series of deep channels through Canada's Arctic Islands, extending about 780 nautical miles.

Most ships sail from the Atlantic side into Baffin Bay, between Greenland and Canada, and through

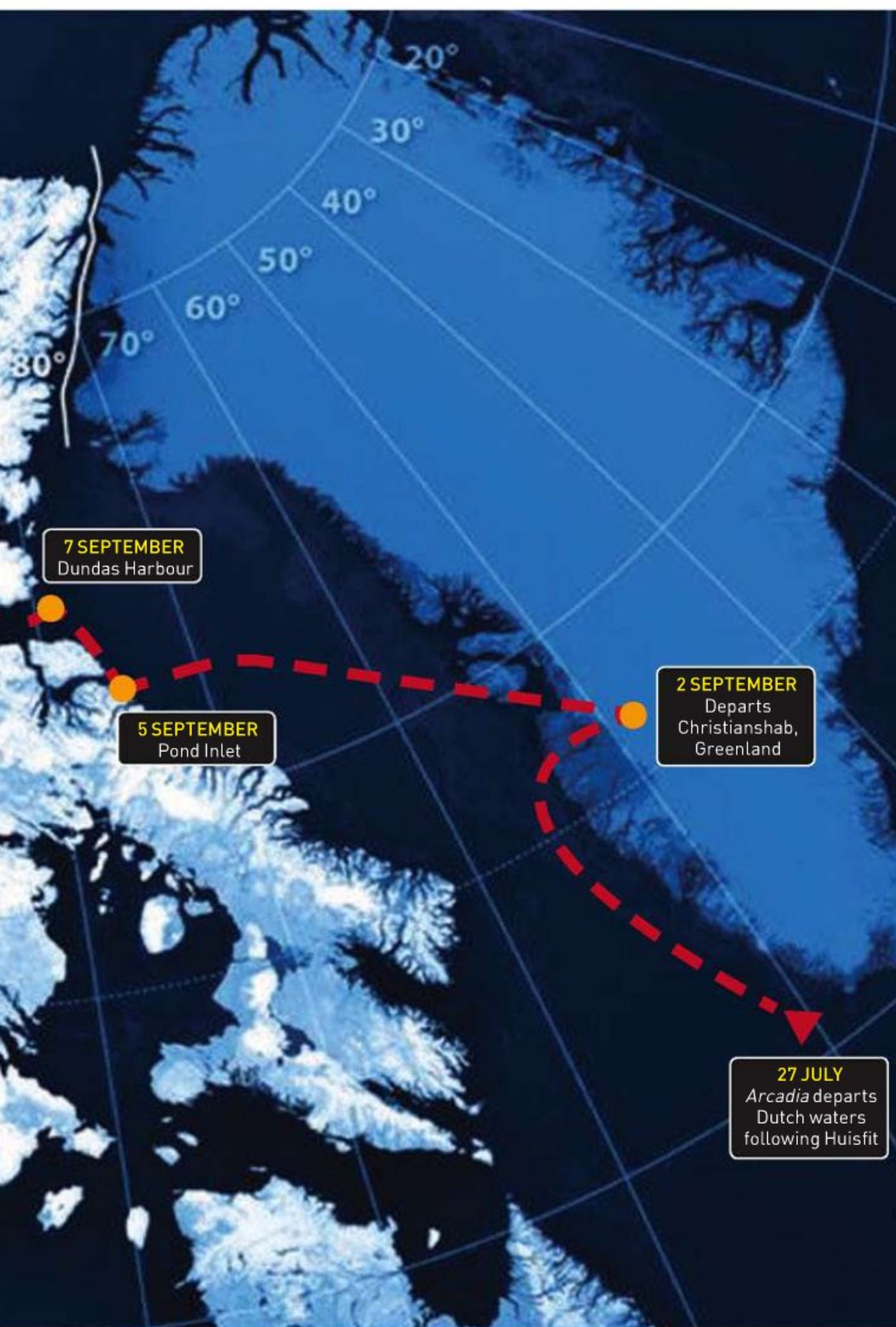
the Canadian Arctic Archipelago, which contains more than 36,500 islands.

WHEN TO GO

The Passage has until recently been virtually impassable because it was covered by thick, year-round sea ice. Satellite imagery shows the ice is receding, almost certainly due to global warming, opening the channel

for part of the year. The central part opens typically in mid to late August. This timing means that the latter part of a transit will have increasing periods of darkness.

The sea usually starts to refreeze in mid-October, although it can happen well before this. *Arcadia's* captain James Pizzarusso advises: 'Start the passage just as the ice is melting and follow the receding edge as close as



safety decrees. This is not the sort of thing you can schedule. The Canadian Ice Service can help with monitoring the ice.'

WHO OWNS IT?

Canada considers the Passage to be its own. However, other nations, including the US and members of the EU think it should be an international waterway with no

restrictions or limits. Both Canada and the US stepped up their military presences there in 2007.

HISTORY

Since the 1400s, nations had been attempting to look for a sea route between Europe and Asia (see following page for more).

The first explorer to prove the existence of a passage was Robert

McClure in 1854, after his ship got trapped in ice and he took to his sledge to look for a route. Countless ships tried and failed to complete the journey, but Norwegian explorer Roald Amundsen eventually completed the passage in 1906. The first west-east transit was by Canadian Henry Larsen in the *St Roch* in 1942.

DANGER

The passage remains extremely hazardous, with ships frequently getting trapped in rapidly advancing ice, and crew forced to spend the winter there until it thaws. The Canadian Coastguard is reluctant to give visas to yachts without comprehensive plans and itineraries: it is very expensive to send ice-breakers to rescue stranded vessels.

Most ports and anchorages are subject to being closed off with ice, so ships need to be self-sufficient for all aspects of provisioning, maintenance and repair. Yachts intended for ice voyaging should be equipped or modified to cope with severe impact, particularly on the rudders and propellers.

SUPERYACHTS

Very few superyachts have undertaken this epic journey, but as well as *Arcadia*, the 46 metre *Dione Sky*, the 49 metre *T6* and Paul Allen's 126 metre *Octopus* have all completed the Passage within the last couple of years.

THE FUTURE

If the ice continues to melt, the Passage will become increasingly transitable. As a major trade route from Europe to China, a clear passage would shave more than 2,000 nautical miles off a journey – offering vast savings in transport costs – and therefore debates over its ownership look set to heighten.

Should conditions follow the trend, it will also become more accessible for superyachts like *Arcadia* that are not ice-classed.

CONTACTS

CANADIAN ICE SERVICE

tel: +1 819 997 2800

email:

enviroinfo@ec.gc.ca

web: ec.gc.ca/glaces-ice

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HISTORY The Northwest Passage: ice, death and heroism



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After hundreds of years of failure by large British explorer vessels, the Northwest Passage was finally navigated in 1906 by Norwegian Roald Amundsen in *Gjøa* (above), a single-masted herring boat

Transit the Northwest Passage – how easy that sounds. Yet haunting *Arcadia's* wake are the ghosts of ships crushed into kindling by pack ice or sunk by bergs the size of castles. And of sailors who set off to the north only to die in shifting ice, or stricken with scurvy, lost in fog so thick they couldn't see the end of their own vessel. And of endless winters, huddled in the dark, bored and starving, hoping more for an escape back home than ever finding a mythical passage across that awful sea.

TRADE AND TREASURE

For hundreds of years, the search for a shortcut between Europe and Asia was all about trade. The region of the Arctic Circle was almost completely uncharted, and visited only by whalers. But in 1572, a revision of Gerard Mercator's renowned map of the world included three imagined ships heading towards the Arctic – wishful thinking, and a call to action.

In 1576, privateer Martin Frobisher responded, setting off with two 25-tonne

barques, followed by 15 merchant ships a year later, alerted to the possibility of gold. Only one ship was strengthened against the advancing pack ice – the crews of the rest desperately improvised with cables, beds, masts and planks. Two ships and 40 men were lost. Commander William Baffin concluded there was 'no passage nor hope of a passage'. There was no gold, either.

HARD LESSONS

The pattern of search for the Passage was established. A voyage would set off in ignorance, in a poorly prepared boat, into conditions so foreign and deadly, they returned having learned almost nothing – if they returned at all. Jens Munk's voyage of 1619, in a frigate and a sloop, returned one ship and three survivors from a complement of 65.

It took years to work out a lack of fresh food caused men to die of scurvy. And only after several tales of onshore struggle, as ships lay covered in three-metre-thick ice, was it plain that provisioning for at least one long dark winter of -50 degrees might be a good idea. And in those seas of shifting ice, charting was hell: a labyrinth of islands, inlets and bays. Where was the Northwest Passage? It may not exist.

In 1715, trader James Knight set out on *Albany*, carrying 17 crew, with the new 40-tonne sloop *Discovery*, carrying 10. He took trade goods, bricks and lime for winter shelters and plenty of provisions. Both were observed in Hudson Bay, before vanishing. Remains were found on Marble Island 50 years later; the ships were discovered five fathoms down.

By 1745 the British government was offering £20,000 to anyone who could discover the Passage. Some tried to find its Pacific entrance; James Cook, in the *Resolution*, was one of these. He fumbled his way up the west coast of Alaska, using the wrong maps, before meeting a wall of pack ice. After four years away, he was killed by natives on the voyage home.

FRANKLIN

The most famous victim of the Northwest Passage is Sir John Franklin, commander of a voyage in 1845. His ships, *Erebus* and *Terror*, were bomb vessels strengthened

by 10-inch (25cm) belts of timber. There was sheet-iron at the bows, and huge beams braced the hulls inside. Each was fitted with a steam locomotive engine in the hold, linked to a screw propeller. They carried enough provisions for three years – including books, writing materials and a musical organ.

On 25 July, the *Erebus* and *Terror* were sighted in Baffin Bay, waiting for ice to clear. They then disappeared utterly.

It was two years before a rescue was even considered. Search expeditions set out in 1848. Then more. For years, attempts were made to discover what had happened to Franklin, his ships and 133 officers and crew. A few graves were found, and the occasional skeleton; there were even rumours of cannibalism, but the mystery remains.

SUCCESS

Between 1850 and 1854, commander Robert McLure on *HMS Investigator* actually found and traversed the Passage from west to east, but as part of the journey was by sledge over thick ice, celebrations were muted.

In 1903 Roald Amundsen set off to see if the magnetic pole had shifted since its discovery 70 years before (it had), with six crew on the single-masted, 47-tonne *Gjøa*. It had a small 13hp engine and was provisioned for five years. After two winters ice-locked to the south eastern tip of King William Island, *Gjøa* navigated the shallow rocky waters into the Beaufort Sea and through the south end of Victoria Strait to Cambridge Bay. A larger ship could not have made it. After centuries of failure by mighty British ships in search of trade and treasure, it is ironic that the route was navigated by a Norwegian, in a little herring boat, on a mission of science.

With all routes charted, and ice retreating, the Passage holds fewer terrors than it did. But proof it could still bite came in 1969, when an oil company sent a specially strengthened tanker, the *SS Manhattan*, through the Passage to investigate commercial possibilities. On the return voyage, ice punched a hole the size of a house through the hull. The company built a pipeline instead.



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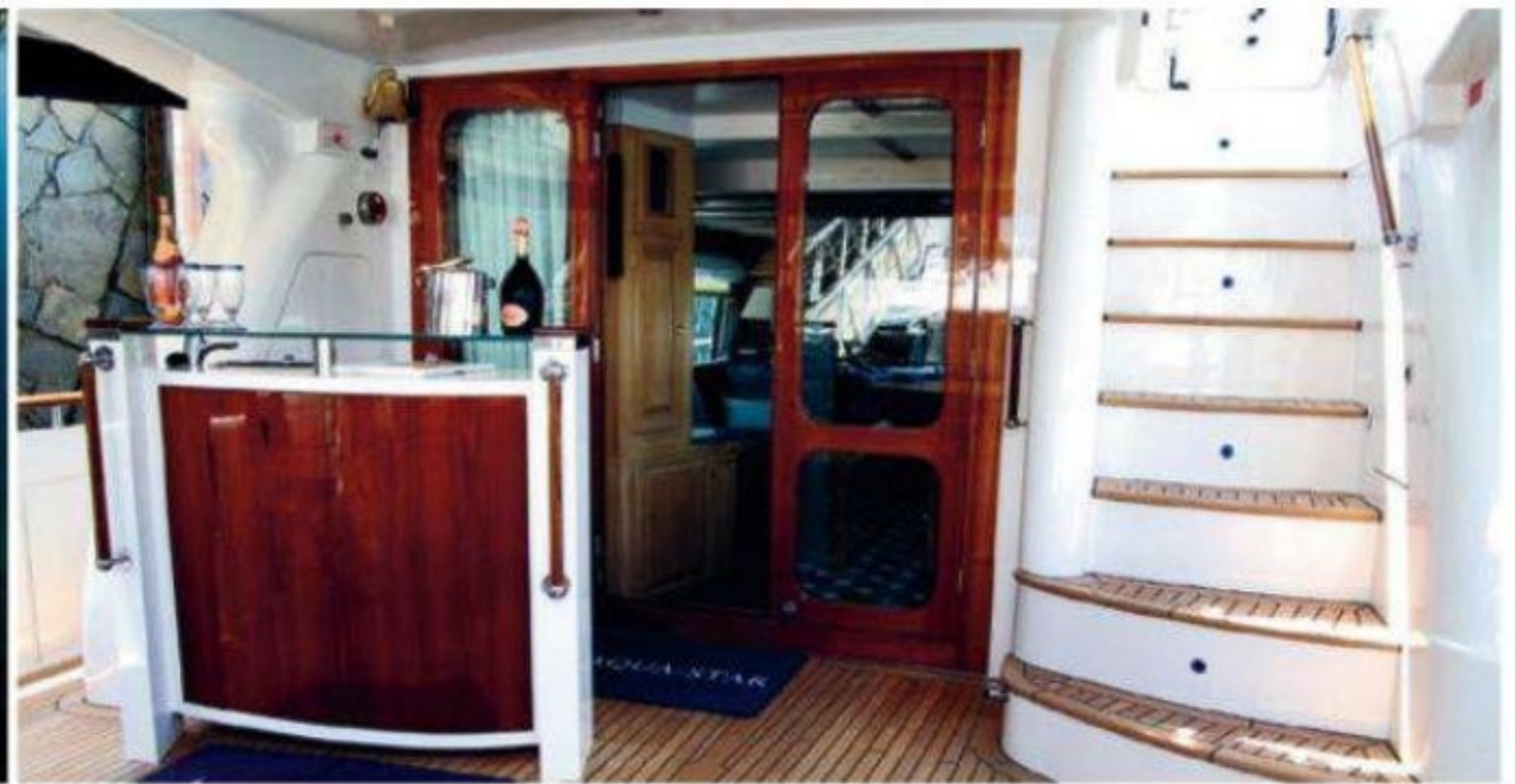
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Bad Girl

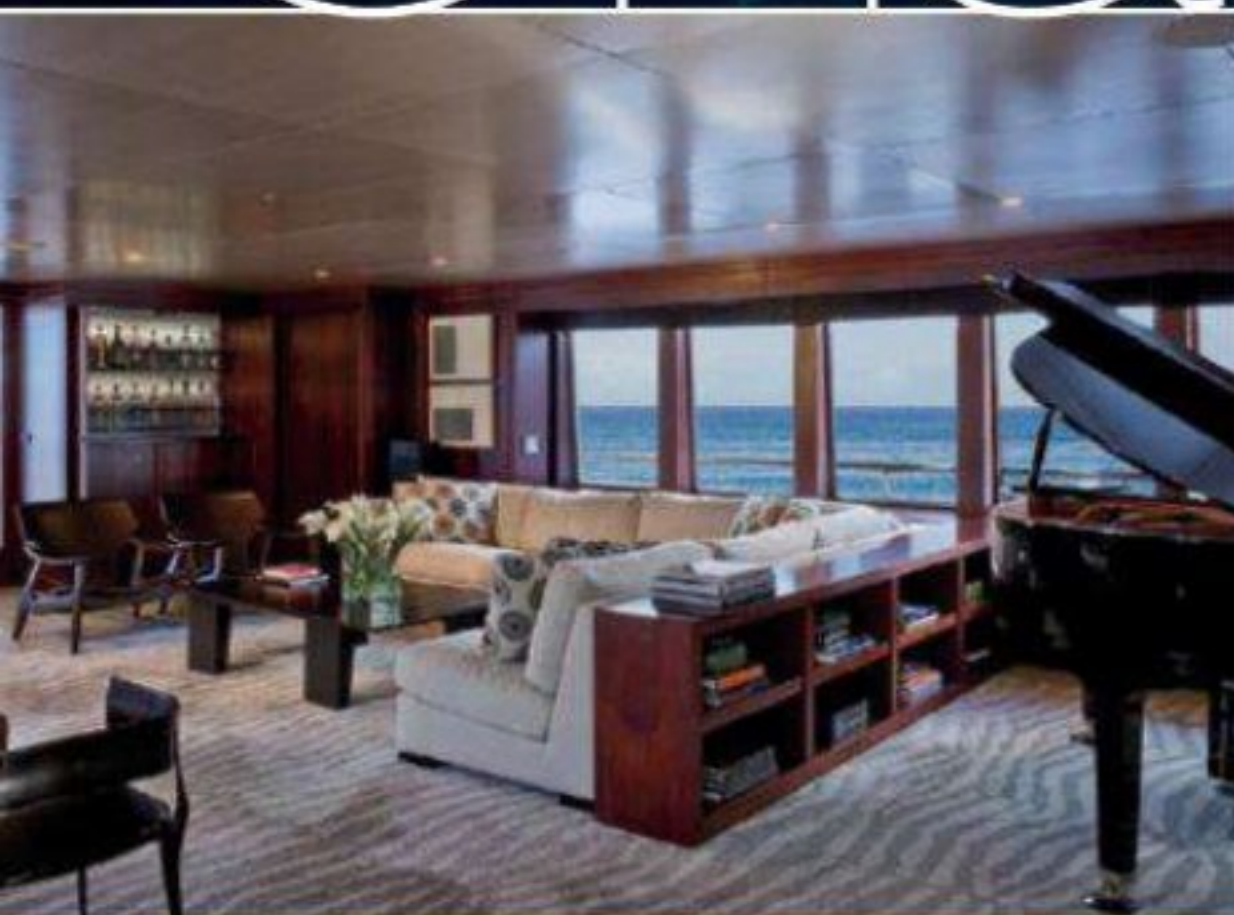


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EDITOR'S CHOICE



EDITOR'S CHOICE

Meteor: a traditional charter with true sail power

The 51.59m schooner *Meteor*, built by Royal Huisman in 2007, is being offered for charter exclusively through Yachting Partners International.

Winner of three World Superyacht Awards in 2008 for Sailing Yacht of the Year, Best Sailing Yacht Exterior Styling and Best Sailing Yacht in the

45m+ Size Range, *Meteor* is a luxurious and extremely comfortable yacht that is perfect for cruising, but which also provides exhilarating performance under sail.

Within her well appointed, traditional-style interior, designed by John Munford, she accommodates six

guests in one double and two twin cabins. A crew of nine provides an extremely high level of service and as keen and knowledgeable sailors, an unmatched charter experience.

Meteor is available to charter in the Caribbean from \$126,000 per week and is also available for sale through YPI.

METEOR

LOA: 51.59m

BUILDER/YEAR:
Royal Huisman/2007

GUESTS/CREW: 6/9

LOCATION:
Caribbean for winter

RATES:
\$126,000 per week,
plus expenses

CONTACT:
Fiona Maureso
Yachting Partners
International
tel: +33 493 340 100
email: fiona.maureso@
ypigroup.com
web: ypi-group.com

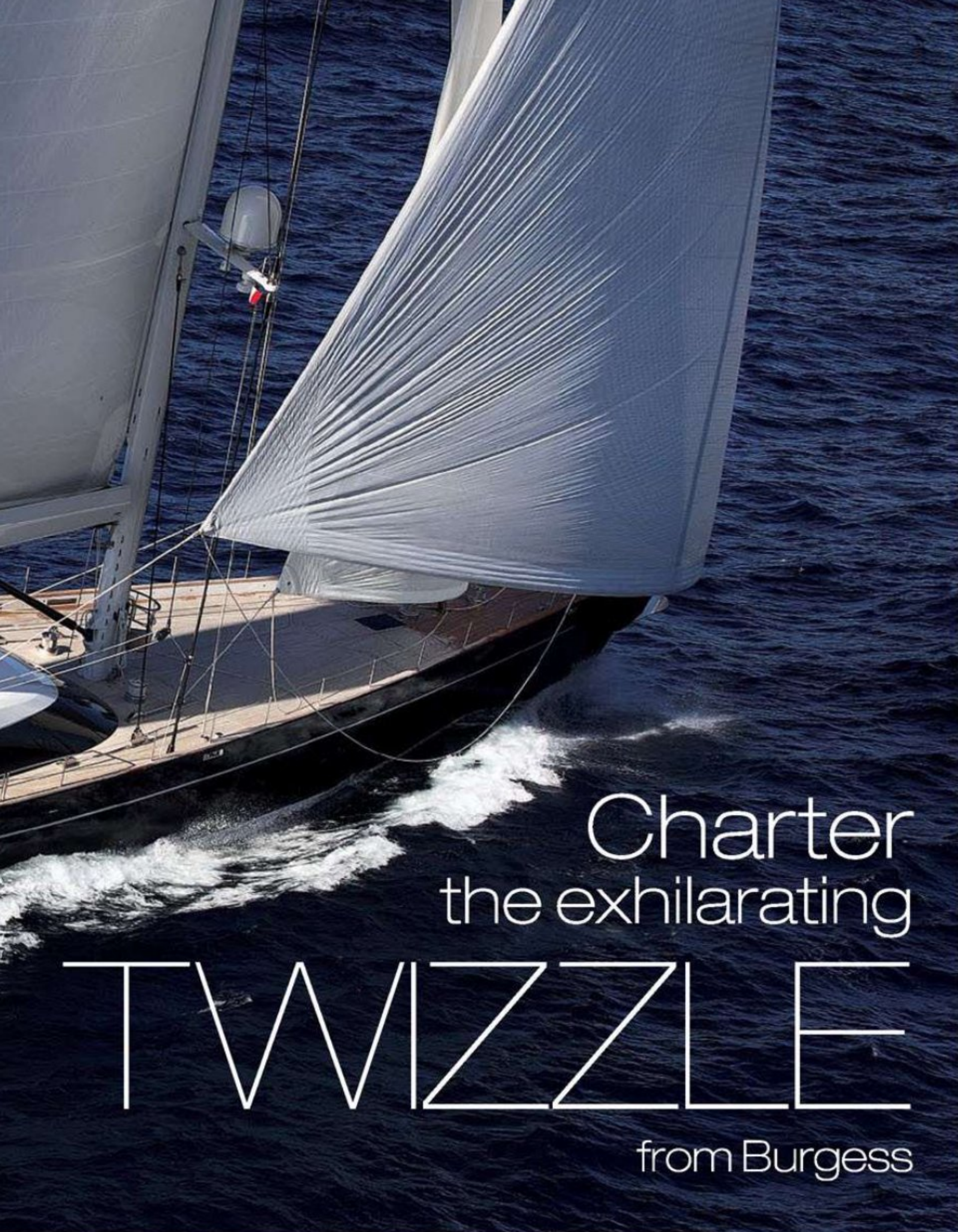


TWIZZLE spectacularly combines state-of-the-art design with an elegantly refined interior. Archetypally beautiful with a look and line that seduces the eye, TWIZZLE turns heads wherever she goes. To find out more about chartering her in the Caribbean this winter please contact Burgess at one of the offices below...



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Lady Kathryn V

This ship accommodates 12 in six double en suite cabins, has elegant living spaces and ample outdoor dining and deck space.



RAPHAEL MONTIGNEAUX

LOA: 61m

BUILDER/YEAR: Lürssen/2011

GUESTS/CREW: 12/15

COST: €395,000 / €340,000 per week

LOCATION: Caribbean winter, Med summer



CONTACT

Moran Yacht & Ship

tel: +954 768 0707

email: charter@moranyachts.com

web: moranyachts.com

Shedar

Part of the new Akhir 108 series designed by Carlo Galeazzi, *Shedar* features innovative design and technology.



LOA: 33m

BUILDER/YEAR: Cantieri di Pisa/2010

GUESTS/CREW: 10/5

COST: €90,000 per week with discounts available

LOCATION: Med

CONTACT

GlorYacht

tel: +39 (0) 347 87 99 773

email: info@gloryacht.com

web: gloryacht.com

Makira

Designed by Andrea Bacigalupo, *Makira* sleeps up to nine. Zero speed stabilisers make her ideal for first-timers.



LOA: 43.1m

BUILDER/YEAR: Italyachts/2010

GUESTS/CREW: 9/7

COST: \$170,000 per week

LOCATION: Bahamas winter, Med summer



CONTACT

CSO Yachts

Elsa Bosi

tel: +33 (0) 493 382 270

email: elsa@csoyachts.com

web: csoyachts.com

Lyana

Delivered in 2011 by Benetti, *Lyana* offers accommodation for 12 guests and features all the latest toys.



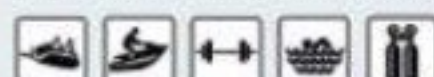
LOA: 60m

BUILDER/YEAR: Benetti/2011

GUESTS/CREW: 12/15

COST: \$440,000 / \$420,000, per week, plus expenses

LOCATION: Caribbean, Western Med



CONTACT

Camper & Nicholson's International

Alex Garro

tel: +377 (0) 97 97 77 45

email: ag@mon.cnyachts.com

web: camperandnicholsons.com

Reverie

The 70m motor yacht is available for corporate charters at events like the Monaco Grand Prix and Cannes Film Festival.



LOA: 70.1m

BUILDER/YEAR: Benetti/2000

GUESTS/CREW: 12/27

COST: €550,000 per week, plus expenses

LOCATION: Med



CONTACT

Ocean Independence

James Graham-Cloete

tel: +44 1273 831 010

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web: oceanindependence.com

Harbour Island

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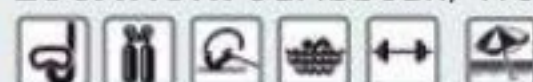
LOA: 54.9m

BUILDER/YEAR: Newcastle Shipyard/2011

GUESTS/CREW: 12/12

COST: \$425,000 Caribbean, €425,000 Med

LOCATION: Caribbean/ Western Med



CONTACT

International Yacht Collection

Terry Hines

tel: +954 850 4271

email: thines@iyc.com

web: iyc.com

Lady Hoo

Built by Richards of Lowestoft in 1964, *Lady Hoo* was extensively refitted and redecored in 2008.



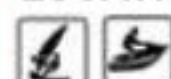
LOA: 33.8m

BUILDER/YEAR: Richards of Lowestoft/1964

REFIT: 2008 GUESTS/CREW: 9/14

COST: \$49,000 per week, plus expenses

LOCATION: The Philippines



CONTACT

Northrop & Johnson

Rico Stapel

tel: +66 8 66 900 444

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Marhaba

This 33m classically inspired motor yacht is able to accommodate nine guests in four suites, with four crew.



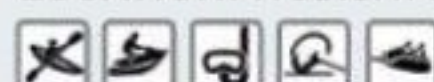
LOA: 33m

BUILDER/YEAR: Ocea Shipbuilding/2007

GUESTS/CREW: 9/4

COST: €48,000 / €46,000 per week

LOCATION: Western Med



CONTACT

Floating Life

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DAKOTA
MARGHERITA



Market analysis

The brokerage year in review, **p147**



New to market

The latest signings, **p152**



Yacht sales

A round-up of vessels sold this month, **p154**



Price updates

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Marketplace

Our selection of yachts seriously for sale, **p158**

Market Analysis

Brokerage: 2011 in review

A selection of the world's top superyacht brokers offer their views on 2011 – the trends, the changes and what lessons have been learned

In 2011, clients tentatively reacquainted themselves with the superyacht industry. A dearth of customers in the preceding three years had withered prices, left shipyards empty and flooded the marketplace with the yachts of nervous owners. The landscape that buyers have stepped back into has changed – and it offers them a much better footing.

'Whether or not it was a healthy market (in 2011) depends on where you're sitting,' says Jonathan Beckett, chief executive of Burgess. 'If you're a buyer I'd say it was a good market; if you're a broker it was a good market. If you were a seller, it was a tough market. In some cases a very tough one.'

We spoke to leading brokers about the year's trends, to establish what happened in 2011 and what it means.

Price updates

We reported 650 price updates in 2011, compared to 441 in 2010 and 231 in 2009. Last year's reductions ranged from 1 per cent to a massive 80 per cent in one case, the average being 13 per cent. Fifty yachts had reductions of 25 per cent or more. Prices

were slashed in all size brackets and many owners have found the situation difficult to accept.

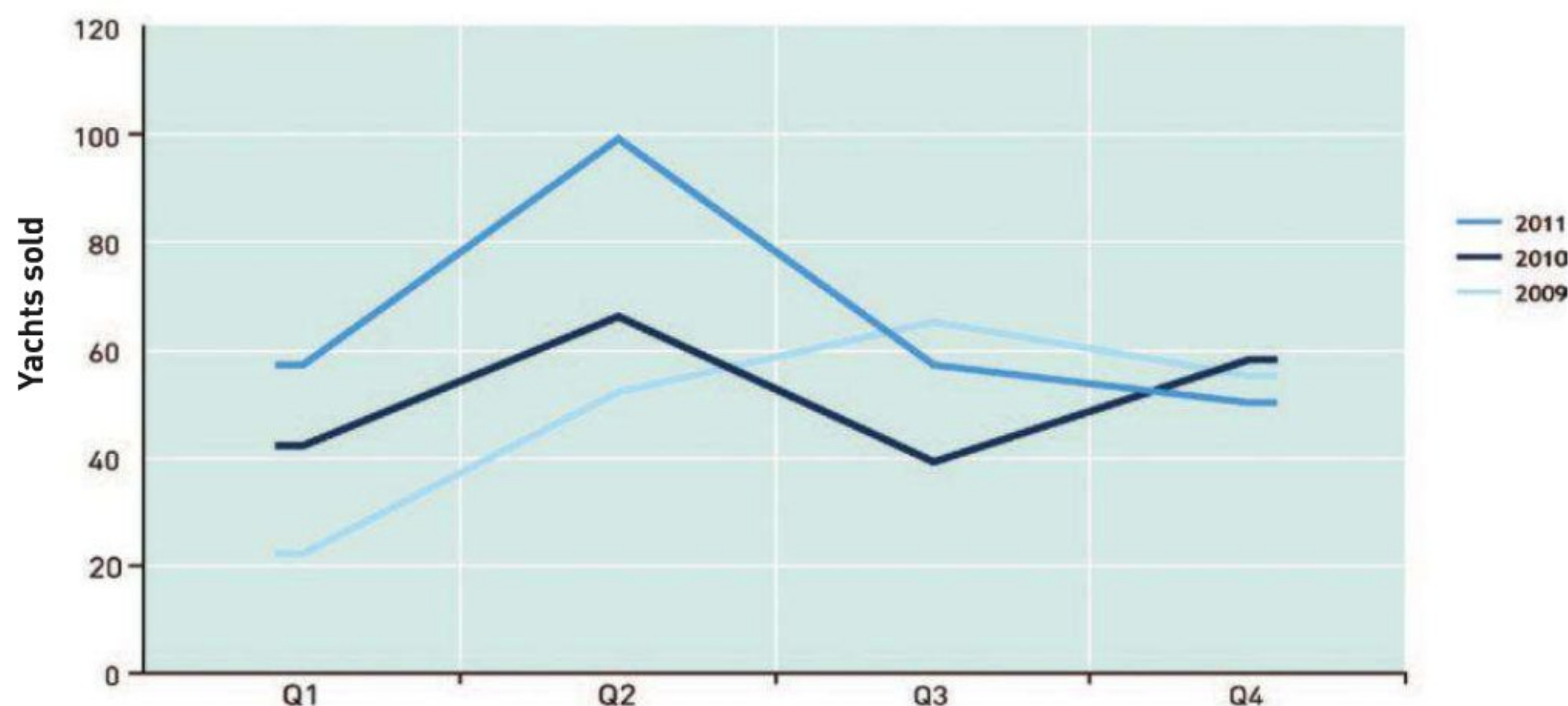
The hesitation is understandable. For an owner who bought their yacht in the inflated market that preceded the financial crisis, pricing it for the current one is an unattractive prospect.

'If you bought your boat at the right price originally, as opposed to an inflated price, you should be able to get that money back or at least within 10 per cent,' says Beckett. 'The problem is between 2003 and 2008 people thought you'd build a new top quality yacht for, say, €30 million and in three years' time you'd sell it for €38 million. The reality is it's now worth €28 million.'

The good news for the market in general – although scant comfort for sellers – is brokers seem to agree that in general values have fallen back to earth, rather than through the floor.

'Prices dropped 30-40 per cent in 2009 and two years later the prices are still at the same level,' says Hein Velema, CEO of Fraser Yachts. 'People see a constant stream of price reductions – but that doesn't mean the prices are going down. What

Superyacht sales by quarter



you see is a huge amount of boats for sale at prices that are far too high and it takes time for owners to accept a price level 30-40 per cent below what it was. Prices are low but stable.'

Yacht sizes

We reported eight yachts of more than 70 metres sold in 2011, seven in 2010 and six in 2009. Nicholas Edmiston, founder of Edmiston & Company, which focuses on the top end of the market, found that even here prices diminished in 2011, perhaps due to a dearth of desirable stock, rather than the factors that have affected lower echelons of the market.

'There was a lack of very good quality, very big yachts for sale last year,' he says. 'In the healthy market of 2008 there were big transactions where people were benefitting from premium

'People in that market haven't had bonuses for the last four years. Hedge funds seem to be doing well, but can they be seen to be spending €5 million whilst employment is so tough?'

prices. Even among the top, top yachts there was an absence of premium prices in 2011.'

Beckett, whose company also specialises in big superyachts, had a similar experience in 2011, and believes it encouraged new builds. 'There have been a number of new construction projects at €100 million or more, and more than that – several hundred million – in the last three years.'

In the 60-70 metre range *Boat International* statistics show seven were sold in 2011, nine in 2010 and one in 2009. But in this bracket Beckett believes buyers are less likely to turn to yards.

'It's going to cost you €60-70 million to build a new 60 or 65 metre at a pedigree North European shipyard,' says Beckett. 'You can buy a three-, four-, five-year-old one for between €35 and 40 million, in good condition. It's very hard to justify paying nearly twice as much to build a new one, which you're not going to get for three or four years anyway.'

Existing yachts in the 30-40 metre bracket have been leaving the market faster than those in any category. A hundred were sold in 2011, roughly 40 per cent of the sales tally for the year.

And why did these boats sell so well? Kevin Merrigan, president of US brokerage house Northrop & Johnson, believes boats around the 36 metre mark have taken a big price hit because there's such a glut of them on the market from sellers who are no longer comfortable with owning an asset of that value.

'The owner whose net worth is \$20 million and owns a \$3 million boat doesn't want that boat – he wants a \$1 million boat,' says Merrigan. 'Unfortunately the boat he paid \$3 million for is now worth \$1.5 million or \$2 million.'

As Claude Niek, managing director of CSO Yachts, noted in last issue's Market Analysis, price drops mean those who enter the market intending to buy a 24 metre yacht, 'are almost ready with the same amount of money to buy a 31-32 metre. The market has translated from the 25-30 metre to the 30-40 metre'.

Where does that leave the 24-30 metre market? In terms of sheer sales numbers, it appears in a good state. In 2011, 80 were sold, in 2010, 66, and in 2009, 57. But there are a huge number of these boats for sale and consequently in terms of

prices, 'The 24 to 30 metre bracket has been the worst hit,' says Nick Dean, managing partner at Ocean Independence.

Yacht types

Every broker we spoke to mentioned the glut of fast boats on the market in 2011, meaning that, as Edmiston puts it, 'The ones that sold have probably sold at half their asking prices.'

'The Mangusta range – there are hundreds of them,' says Nick Dean. 'Very few banks are prepared to lend on this stuff anymore, whereas four or five years ago they were lending without checking the value or whether the boats even existed.'

'And the people who were in that market are the ones who haven't had bonuses for the last four years. Hedge funds seem to be doing quite well now, but can they be seen to be spending €3, €4 or €5 million whilst employment is so tough?' he asks.

The absence of buyers combined with the number who bought prior to the GFC and now want to sell, created a turgid market.

'There are problems in fast boats,' says Velema. 'A huge number of new fast boats were sold, often to newcomers to the market. And a lot wanted a new boat – they didn't buy a second-hand Mercedes so they didn't want a second-hand boat.'

'Now that part of demand has dropped, so there's an over-supply for sale. People think more about spending the right money, but are also more into comfort, long-term stability.'

Velema noticed that 2011 buyers were more interested in explorer yachts, which fit more with the current mood that eschews ostentatious wealth.

'For some people it is because they want to go off the beaten path and explore,' he says. 'But it's also very much an image thing – why do people buy a 4x4 car? Most don't buy it because they want to go off-road.'

Seasonality

There is a seasonality to yacht sales, but 2011's figures showed a May high far above the previous two years, and a December dip lower than the previous two years. Brokers felt the trends were in large part seasonal, but influenced by the mood of 2011.

'It's a logical thing to buy a yacht in spring, to have it ready for summer. That's always been the case,' says Velema. 'The problem was you may not have been able to find a yacht to buy at that moment. Due to the amount of yachts for sale in 2011, people could choose the time that they bought them.'

Nick Dean's experience shows that similarly, people are choosing not to take on yachts early and pay for winter upkeep.

'With Christmas breaks we don't expect clients to come back until later in January. But in January 2011 there was a deathly hush, and that seemed to be across the market. This year we have had good retail inquiries, people wondering if they'll do something this summer, but they're more comfortable. They know they can get a good deal when they want,' he says.

New orders

Tracking new orders is notoriously difficult, but we recorded 108 for yachts of 24 metres and above in 2011, in comparison with 112 in 2010. The number on the market in general is likely to have kept orders modest, and with small profit margins, yards can reduce prices much less readily than sellers of existing yachts.

'The shipyards that have been successful are the ones that have already made an effort in cost reductions,' says Velema. 'Ones that build more in series, like Amels and Heesen, for ▶

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example, but also Benetti. They were earlier able to drop their prices because they had better cost control.'

Smaller yards also appear to have been pushed out of the market during the economic gloom, leaving established yards, viewed as stable or reliable. In the US, Kevin Merrigan watched with sadness as the order books of historic yards lay empty. But in European yards such as Feadship, Amels, Lurssen and Royal Huisman appear relatively healthy. Edmiston believes they benefitted from the purging of smaller yards.

'If someone wants to buy something that's just been delivered and there's nothing else on the market, they'll be back to getting premium prices,' he says.

Emerging markets

The industry has been watching India, China and Brazil with expectancy in 2011.

'China's been a bit disappointing,' says Neil Cheston, director of sales and charter at Y.CO. 'We've all persuaded ourselves that yachting is about to explode in China, but people are questioning China's officially released figures of economic growth. Their economy is growing rapidly but stories about so many billionaires having been created overnight in Beijing? It sounds a bit far-fetched, but even if it were true it would be a long time before they get into Western style yachting on any large scale.'

India, Velema found, is 'much more developed already in terms of larger yachts especially', but there is a long way to go.

Most recently, Brazil's surging economy has got brokers' pulses racing, although current regulations are stifling trade.

'There's a huge import duty on foreign-built yachts,' says Cheston. 'So there is a growing industry for Brazilian-built and -assembled boats, which is why the likes of Ferretti and Azimut are already assembling yachts over there.'

Because of this duty, and since facilities for building and keeping large superyachts in Brazil are limited, some Brazilians

buy and keep their yachts in France or Italy. But Cheston believes the appetite for large superyachts within Brazil is still developing, whether through prohibitive tax or inclination.

'If you go to Rio Yacht Club, or any of the other yacht clubs in Brazil, most of the yachts tied up are modest in size by European standards. There are billionaires in Rio, but their yachts tend to be much smaller, ie, 12-24m, as opposed to the 70-100m we see over here. It's partly because of import but also there is a cultural reluctance to display conspicuous wealth. Ostentation is not so cool in Brazil,' he says.

The economic outlook

The ailing euro has some brokers worried, but Hein Velema is relaxed about the issue.

'The euro is still historically very high, so for us it would help if the euro goes down.'

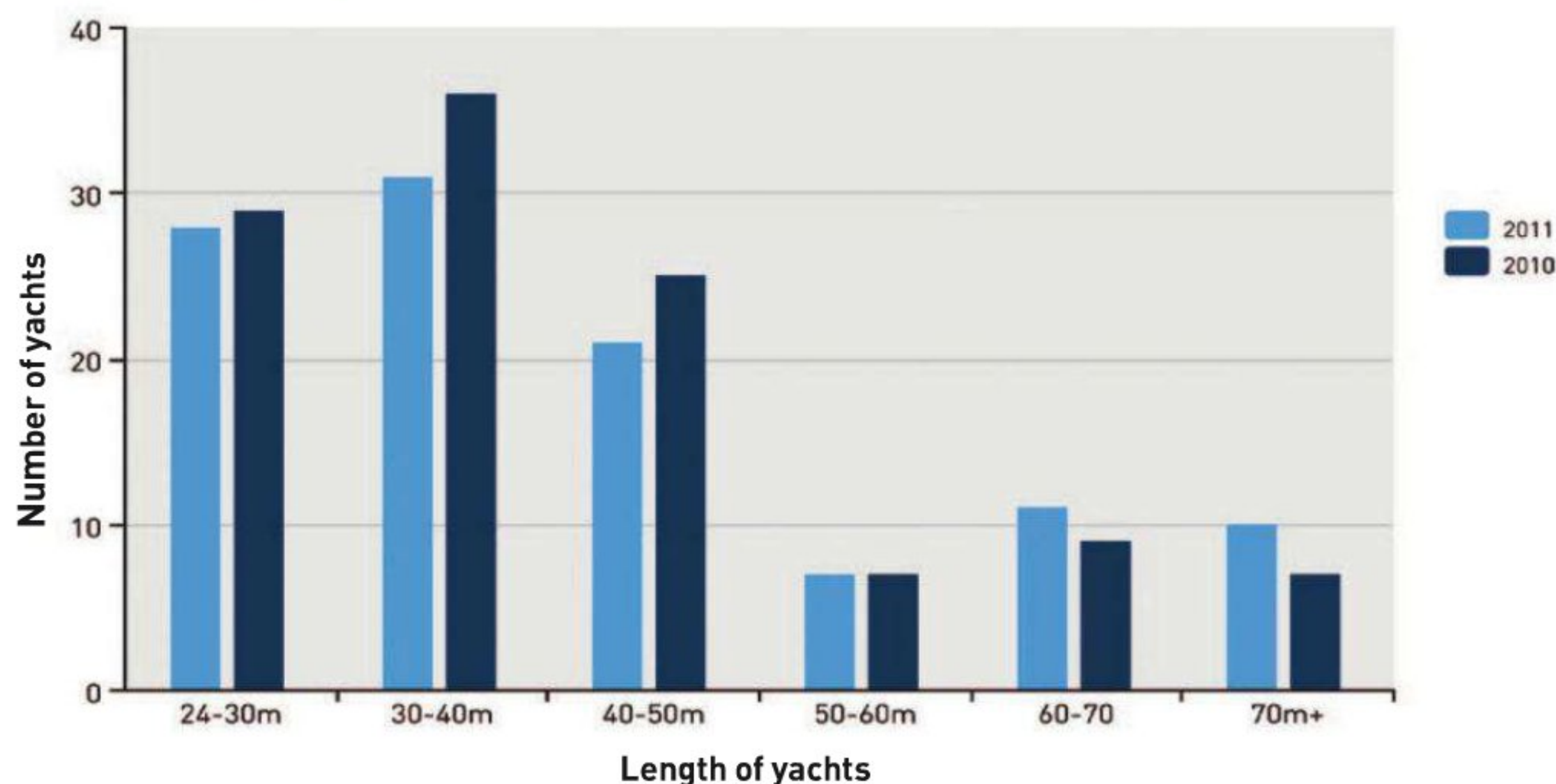
'What's strange is when the euro is high for a long time you would expect European buyers to be more interested in buying in the States, because the boats were more attractively priced, but it never happened. The other way around it works better.'

'In America, the boats for sale are very much for the American market. But it's also perhaps because there are so many boats for sale here, why would you go to the US? Actually, Russians would rather buy in the US than Europeans,' he says.

Whatever side of the Atlantic and the economic outlook, some people will always be able to buy a superyacht – while many of the problems the market faces today are due to the fact that others over-leveraged and over-reached to do so. In this vein, Nicholas Edmiston offers sage advice.

'If you're very rich, worth a few billion, frankly it doesn't really matter if someone in Greece is paying their tax – that doesn't have any direct effect on you. If you want to buy a yacht, if you can afford it, you're best to get on and do it. If you can't afford it you shouldn't even think about it,' he says.

New orders by length



WEB: www.boatinternational.com/news

NEW TO THE MARKET

December
in numbersTotal
new yachts
on market

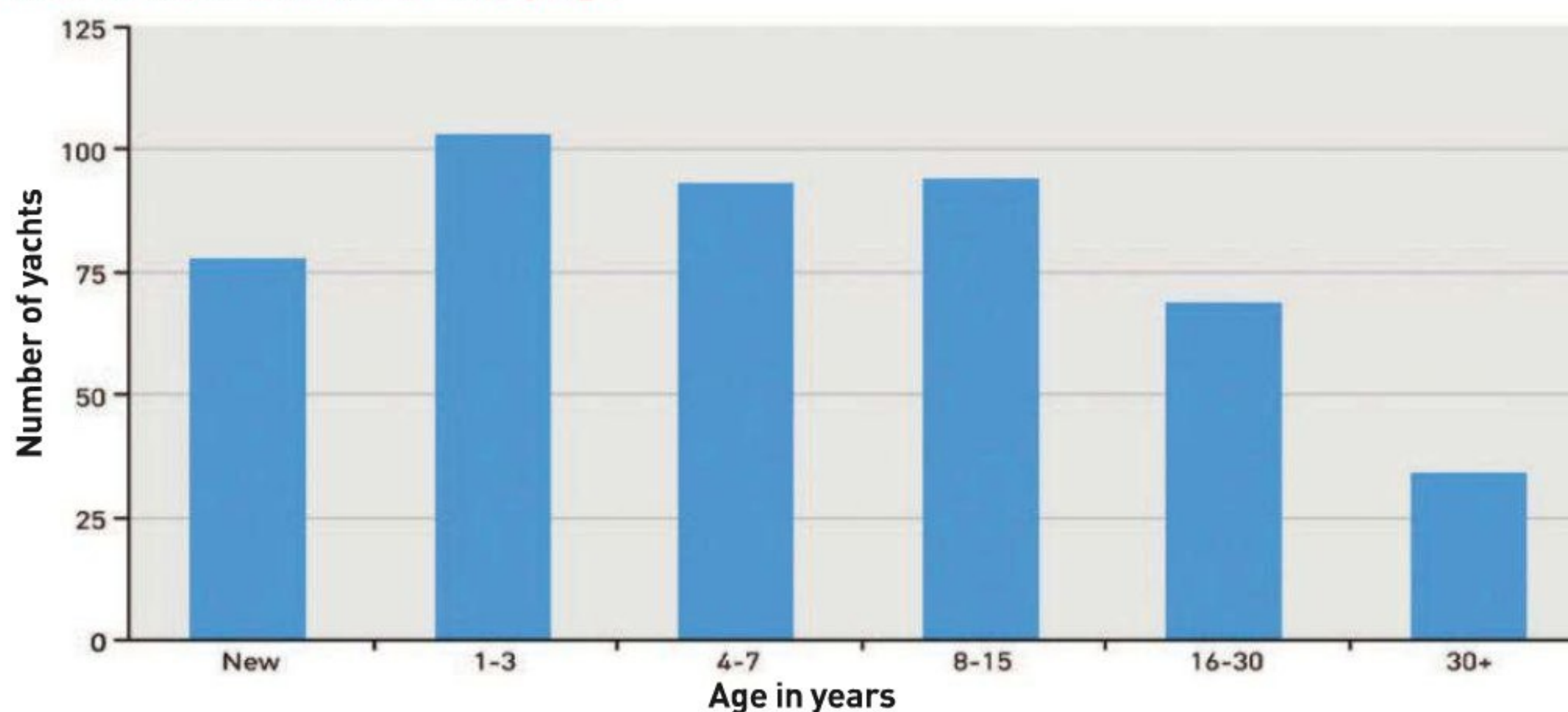
23

Length of biggest
new yacht
(*Malibu*)50
metresAsking price of
most expensive
new yacht
(*Malibu*)€21.5
million

name	asking price	yard	type	loa (m)	broker
40-50m					
<i>Malibu</i>	€21.5m	Amels	M	50	Edmiston & Company
<i>Inevitable</i>	\$27.5m	Feadship	M	49.8	Burgess
<i>Heritage</i>	€17.5m	Perini Navi	S	45.3	Fraser Yachts
<i>Drumbeg</i>	€10.95m	Vitters	S	42.9	McMaster Yachts
30-40m					
<i>Diamond For Ever</i>	€8m	Royal Huisman	S	36.4	Dahm International
<i>Geronimo</i>	€2.95m	Multiplast	S	34	Bernard Gallay
<i>Miniskirt</i>	\$6.95m	Windship	S	32	Edmiston & Company
<i>Maluhea</i>	€4.2m	Custom Line	M	30.98	Ocean Independence
<i>Natalita III</i>	\$1.995m	Azimut	M	30.5	Yachtzoo
<i>Little Sarah</i>	\$4.846m	DeBirs	M	30.48	Peter Kehoe & Assocs
24-30m					
<i>Miss Lisa</i>	\$11.75m	Citadel	M	28	Luke Brown & Assocs
<i>Sea Diamond</i>	\$6.2m	Abeking & Rasmussen	S	27.4	Ardell
<i>Menura M</i>	€1m	Azimut	M	26.25	Fraser Yachts

For the complete listings go to www.boatinternational.com/stats

New to the market in 2011, by age



SPOTLIGHT: new to the market

*Inevitable*

Burgess has been appointed worldwide sales central agents for Feadship's 49.8m motor yacht *Inevitable*. Built by the De Vries yard in 1990, she's now for sale for the first time since her extensive 18-month-long rebuild at De Vries in 2008/9 and is asking \$27.5 million.

*Miniskirt*

Built by Windship Yachts to a Ron Holland Design in 1991, *Miniskirt* was completely rebuilt in 2010, including a new superstructure and new equipment throughout. Listed for sale by **Camper & Nicholson's International** at \$6.95 million.

*Little Sarah*

Little Sarah was built by DeBirs to RINA class in 2008 and has been lightly used. An Egg & Dart interior sleeps 10 guests in a full beam master, two doubles and a convertible twin. **Peter Kehoe & Associates** is offering her at \$4.846 million.

*Geronimo*

Built by Multiplast in 2001, *Geronimo* is one of only three Maxi trimaran sailing yachts in the world and is incredibly fast. **Bernard Gallay Yacht Brokerage** has her listed at €2.95 million.

*Malibu*

Sold in 2008, the 50m motor yacht *Malibu* is now back on the market as a central listing with Chris Cecil-Wright at **Edmiston & Company**. Built by Amels in 2001 and refitted in 2006, she is asking €21.5 million.



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YACHT SALES OVER 24M

December
in numbersTotal yachts
sold

17

Total length

628.85
metres

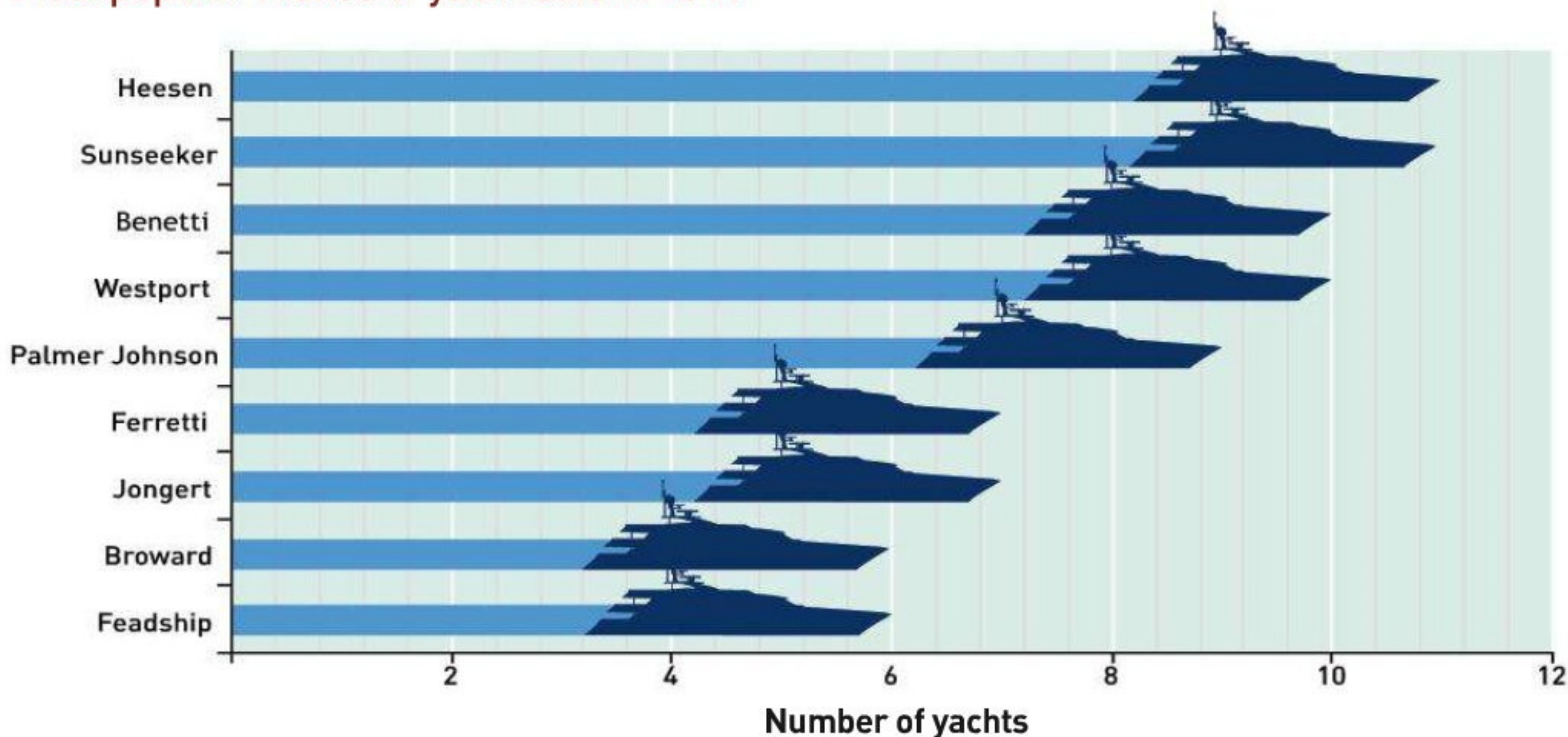
Total asking price

€159
millionBiggest sale
(Amels YN464)55
metres

name	asking price	yard	type	loa (m)	buyer's broker	seller's broker
50m+						
Konkordia	€27.5m	Alloy Yachts	SY	51.7	Fraser Yachts	Fraser Yachts
JeMaSa	\$39.5m	Hakvoort	MY	50	Yachtzoo	Merle Wood & Associates
40-50m						
Beluga	€3.45m	Ishikawajima	MY	45.65	Edmiston & Company	Edmiston & Company
Ohana	€15.5m	Perini Navi	SY	43.45	Vripack	Fraser Yachts
Brazil	\$5.45m	Heesen	MY	40	International Yacht Collection	International Yacht Collection
30-40m						
Desamis B	€5.5m	Benetti	MY	39	Moncada Hispania	Fraser Yachts
Golden Rule	\$4.9m	Feadship	MY	37.8	Northrop & Johnson	Denison Yacht Sales
Junie II	€7.8m	ISA	MY	36.45	bluewater	Monaco Yacht
Sirea	€3m	Horizon	MY	35	Yacht Mgmt Group	Yacht Mgmt Group
Adriana III	\$6.199m	Horizon	MY	33.53	Ardell	Dwight Tracy & Friends
Navetta 33	€5.5m	Custom Line	MY	32.6	CNI	CNI

For the complete listings go to www.boatinternational.com/stats

Most popular makes of yacht sold in 2011



SPOTLIGHT: sales over 24m

**Konkordia**

The largest sale last month and the biggest sailing yacht sold for some time was the 51.7m *Konkordia*, built by Alloy Yachts in 2006. She was asking €27.5 million and was sold in an in-house deal by **Fraser Yachts**. Now renamed *Prana*, she has joined the Fraser charter fleet.

**JeMaSa**

Merle Wood & Associates acted for the vendor and **Yachtzoo** represented the buyer in the sale of Hakvoort's notable 50m motor yacht *JeMaSa*. Delivered by the Dutch yard in 2006, she was asking \$39.5 million.

**Ohana**

Built by Perini Navi in 2004 and asking €15.5 million, the 43.45m sailing yacht *Ohana* was sold by **Vripack** representing the buyer and **Fraser Yachts** acting for the seller.

**Brazil**

David Nichols at **International Yacht Collection** acted for both buyer and seller in the sale of the 40m motor yacht *Brazil*, asking \$5.45 million. Built by Heesen in 1993, she was refitted in 2008 and comfortably accommodates 10 guests in a contemporary interior.

**Navetta 33**

Jeremy Comport at **Camper & Nicholsons** closed on the sale of his central listing, the 32.6m motor yacht *Navetta 33*. Built to RINA class by Ferretti in 2008 she's the second hull in their Custom Line Navetta 33 range and was asking €5.5 million.

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CENTRAL AGENT



AMELS 2010 • 52 m • 15.5 knots • 11 guests • 5 cabins

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CENTRAL AGENT



MONDOMARINE 2010 • 41 m • 19 knots • 10 guests • 5 cabins



SERAFIMA

130 000 EUR

CENTRAL AGENT



MONDOMARINE 2005/2010 • 40 m • 19 knots • 10 guests • 5 cabins

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PRICE UPDATES

December in numbers

Total number of yachts

53

Total reduction

€46 million

Biggest price cut (ICON)

€3 million

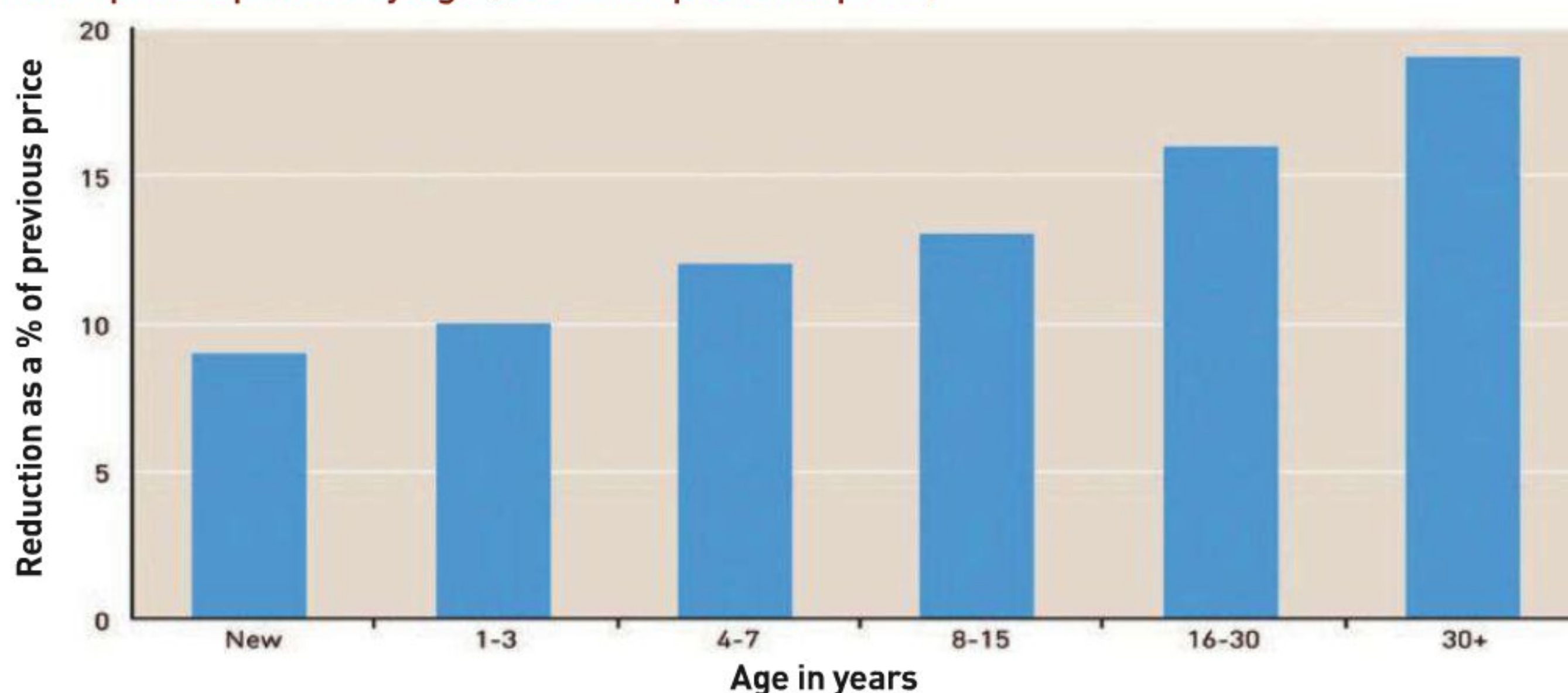
Biggest % drop (Summerwind)

37%

name	loa (m)	reduction	new price	yard	type	broker
50m+						
Blohm & Voss 104	104	€500,000	€3.45m	Blohm & Voss	MY	Vripack
Icon	62.5	€3m	€49.5m	Icon	MY	Merle Wood & Assocs/CNI
Excellence III	57.3	\$4m	\$45.95m	Abeking & Rasmussen	MY	Burgess
Obsession	55	\$450,000	\$19.5m	Oceanfast	MY	CSO Yachts
40-50m						
Blind Date	49.07	\$1.1m	\$27.9m	Trinity	MY	Merle Wood & Assocs
Jana	46.33	\$4.045m	\$9.95m	Feadship	MY	Yachtzoo
Mari-Cha III	44.5	\$3.55m	\$12.95m	Sensation Yachts	SY	International Yacht Collection
Kingfisher	43.3	\$1m	\$10.5m	Feadship	MY	Burgess/N&J
Anatomic	42	€2m	€14.5m	Tiranean Yachts	MY	Ocean Independence
Atlantica	41.5	\$1m	\$11.9m	Christensen	MY	RJC Yachts
30-40m						
El Jefe	35.1	\$500,000	\$3.4m	Derecktor	MY	International Yacht Collection
Blind Date Too	35	€400,000	€6m	Benetti	MY	International Yacht Collection
Lady Lily	34	\$300,000	\$8.995m	Westport	MY	RJC Yachts

For the complete listings go to www.boatinternational.com/stats

2011 price updates by age (as a % of previous price)



SPOTLIGHT: price updates



Mari-Cha III

REDUCED BY \$3.55m
NOW \$12.95m

The 44.5m *Mari-Cha III* was built by Sensation Yachts in 1997 to be light and solid without compromising safety and in 1998 broke the transatlantic crossing record. She is for sale with International Yacht Collection.



Jana

REDUCED BY \$4.045m
NOW \$9.95m

Built by Feadship in 1986 and last refitted in 2009, the 46.33m *Jana* has been Lloyd's classed since new and, MCA compliant, has an excellent charter record. Yachtzoo is listing her for sale.



Icon

REDUCED BY €3m
NOW €49.5m

The 62.5m motor yacht *Icon* was the first launch from the Dutch Icon yard in 2009. She is Lloyd's classed and MCA compliant and is for sale through Camper & Nicholsons International and Merle Wood & Associates.



Kingfisher

REDUCED BY \$1m
NOW \$10.5m

Built by Feadship in 1987, the 43.3m *Kingfisher* has been maintained to high standards by experienced owners, with refits in 1995/6, 2000 and 2008. She is jointly listed for sale by Burgess and Northrop & Johnson.



Excellence III

REDUCED BY \$4m
NOW \$45.95m

Built by Abeking & Rasmussen and delivered in 2001, the 57.3m motor yacht *Excellence III* accommodates 12 guests in six spacious suites and is for sale at Burgess and Merle Wood & Associates.

156 **WEB:** for the latest updates go to www.boatinternational.com/stats

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Perini Navi's designs can still cause debate, but they are famous for their ability to explore far-flung places in comfortable luxury

'It is because I sailed that I decided to create a boat that would fit my ideal specification,' says Fabio Perini about designing his first yachts more than a quarter of a century ago. To Perini, the oceans are one of the last real luxuries. 'On land we flock to the most beautiful and popular places we can reach, which means they are always crowded. At sea, well, there's a new dimension to things. The better the location the fewer people there are.' There has always been debate about Perini's captive winches, flying bridges and wide cockpits, but at their core the yachts are comfortable, safe and easy globetrotters. The Perini Navi yachts here encapsulate those qualities, along with their innovative design, cutting-edge technology and elegance – and all need new owners to take to the ends of the earth.

€3,850,000



Clan VI
40M | 1983/2008

Perini Navi's first yacht, *Clan VI*, launched as *Felicità*, was the first fully automated large cruising yacht, and has circumnavigated the world. Built in steel with an aluminium superstructure, this motor sailer ketch was designed by Perini Navi and Dick Carter and has been refitted twice – in 2004 and 2008. Broker: **Ocean Independence**

€13,950,000



Andromeda la Dea
47M | 1990/2006

Andromeda la Dea was the first Perini to circumnavigate the globe, and has been to the Arctic and Antarctic. She has been refitted three times, most recently in 2006, has the technology and equipment to back up her cruising capability, and an uncompromisingly luxurious interior. Broker: **Northrop & Johnson**

€25,000,000



Selene
56M | 2007

Selene may share the qualities and attributes of her 56 metre sisters, but she has her own character and elegant innovations. Her richly detailed art deco interior – by Perini Navi's own designer Bernardo Chichi – won Best Sailing Yacht Interior at the 2008 World Superyacht Awards. Broker: **Camper & Nicholson**

€25,000,000



Felicità west
64M | 2003/2009

When built in 2003, *Felicità west* was the largest Perini Navi afloat, and is now only topped by *Maltese Falcon*. Her hull, designed by Ron Holland, is aluminium to produce a lighter boat with a better displacement-to-sail-area ratio, and Perini Navi joined forces with Nuvolari Lenard for her interior. Broker: **Northrop & Johnson**

SPOTLIGHT: seriously for sale



Nami

€2,150,000

Nami is a 26m beauty that can cruise at 36 knots, topping 46 knots at full throttle. The Azimut had an extensive refit in spring 2011, which saw her spruced up from bow to stern. Broker Vesa Kaukonen at **K&K Superyachts** says she is 'in perfect condition'.



Anjilis

€27,900,000

Anjilis is a collaboration between builder Trinity and designer Glade Johnson, who gave her a rich, contemporary interior. She is now asking nearly \$10 million less than when she was first put on the market. The broker is **International Yacht Collection**.



Far Niente

€4,100,000

Far Niente is compact but pretty, and her four cabins accommodate eight to 10 guests. Her 3406E Caterpillar engines give a 2,800nm range at 11 knots. Jeff Partin at **Fraser Yachts** highly recommends an inspection of this yacht in Hyeres, France.



IFA Cannes

€2,200,000

Italian flair with Fipa's construction and engineering expertise makes the *Maiores 27* a popular model, and this one has a contemporary interior with a bamboo finish and underwater lights. The broker is William Molloy of **Yachting Partners International**



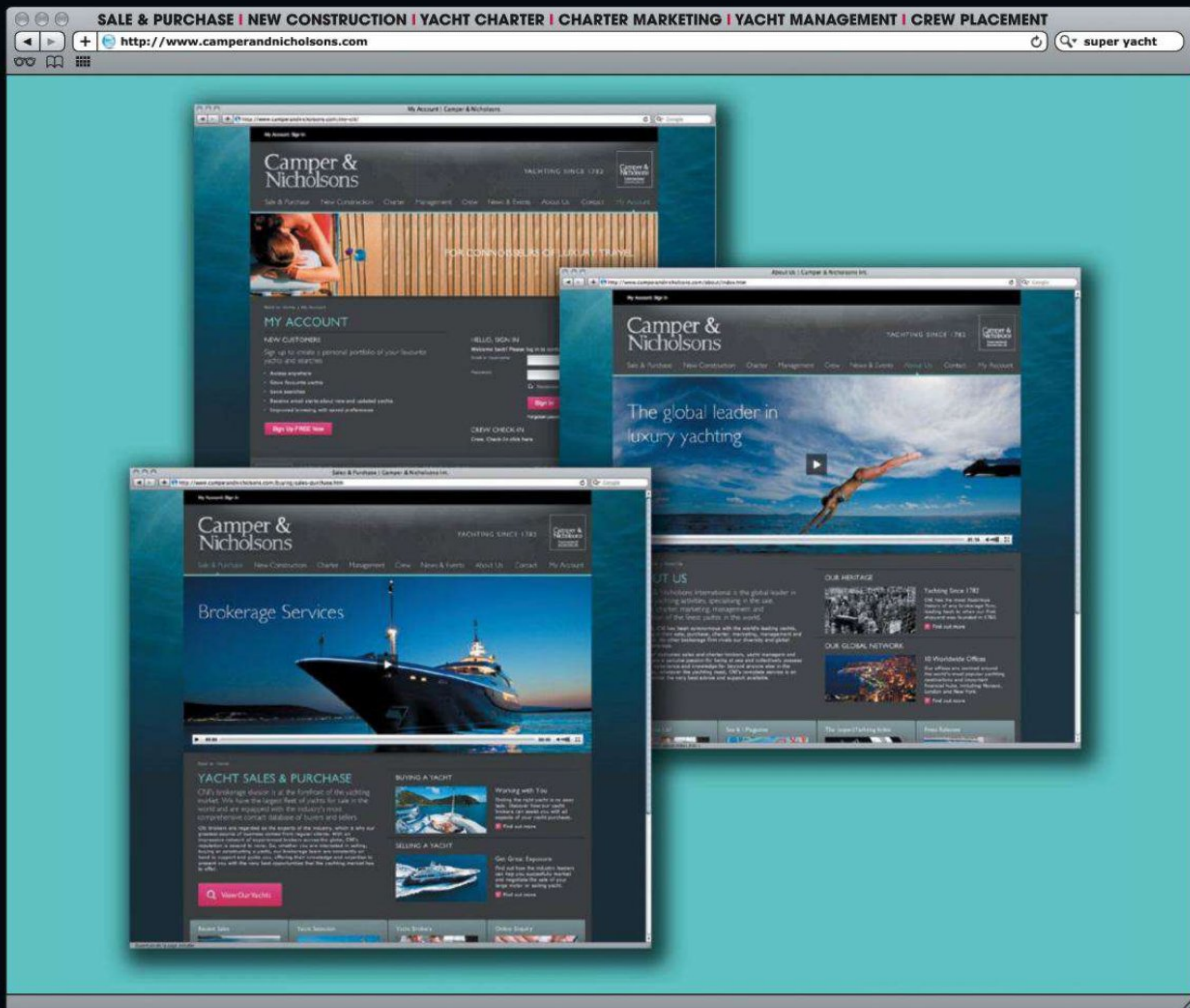
Mangusta

€1,550,000

Although she bears the name *Mangusta* this has nothing to do with the marque; it is a Predator 82, with the biggest Arneson drives/engine option propelling her to 46 knots. She accommodates eight. Harry Bristow-Holmes of **Sunseeker** is the broker.

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TJ ESPERANZA 50m/164', Amels, 1999/2010, Asking price: US\$ 28,500,000 - Available for Charter
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PRINCESS TOO 47.5m/156', Ferdship, 1999, Asking price: €19,500,000 VAT paid
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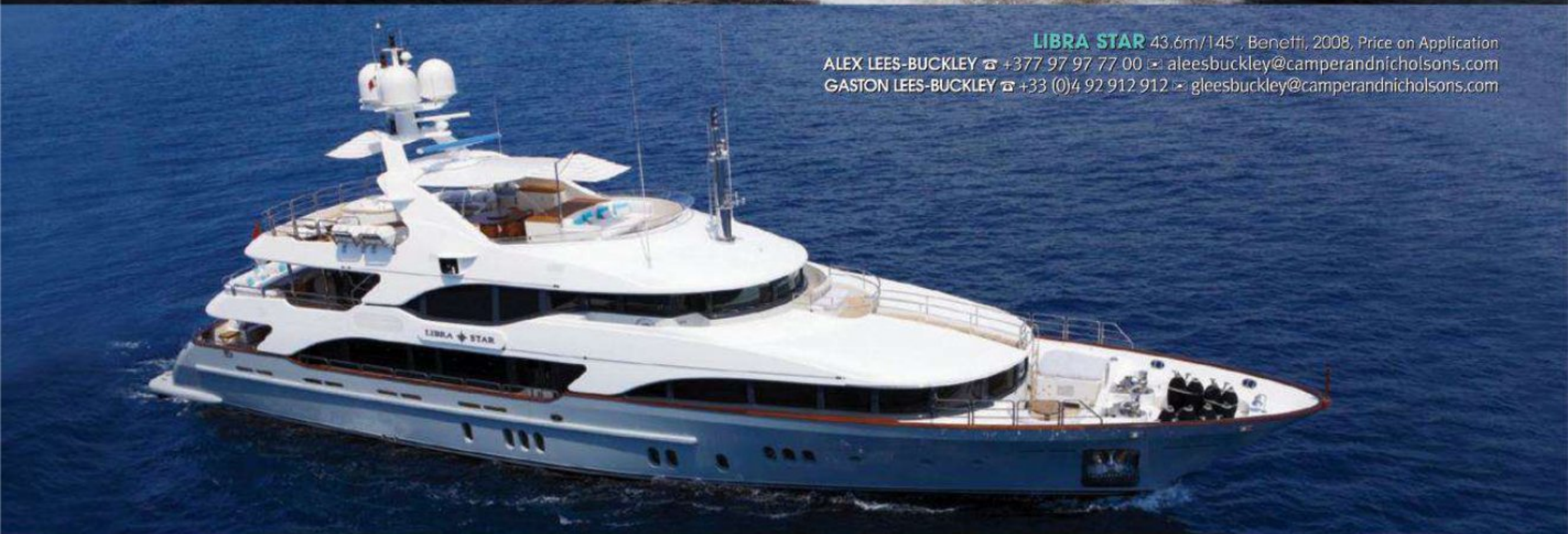
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IDYLLWILD 44.2m/145', Benetti, 2005, Asking price: €14,950,000*

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LIBRA STAR 43.6m/145', Benetti, 2008, Price on Application

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HANA 43m/139'9", CRN, 2008, Asking price: €14,950,000

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ANDIAMO 36.6m/120', Benetti, 2006*, Asking price: €8,800,000

FERNANDO NICHOLSON ☎ +1 305 604 9191 ✉ fnicholson@camperandnicholsons.com



GRAND COROTO 35.1m/115', Benetti, 2001*, Asking price: US\$7,500,000

RICK MORALES ☎ +1 954 524 4250 ✉ rmorales@camperandnicholsons.com



NEW CENTRAL AGENCY

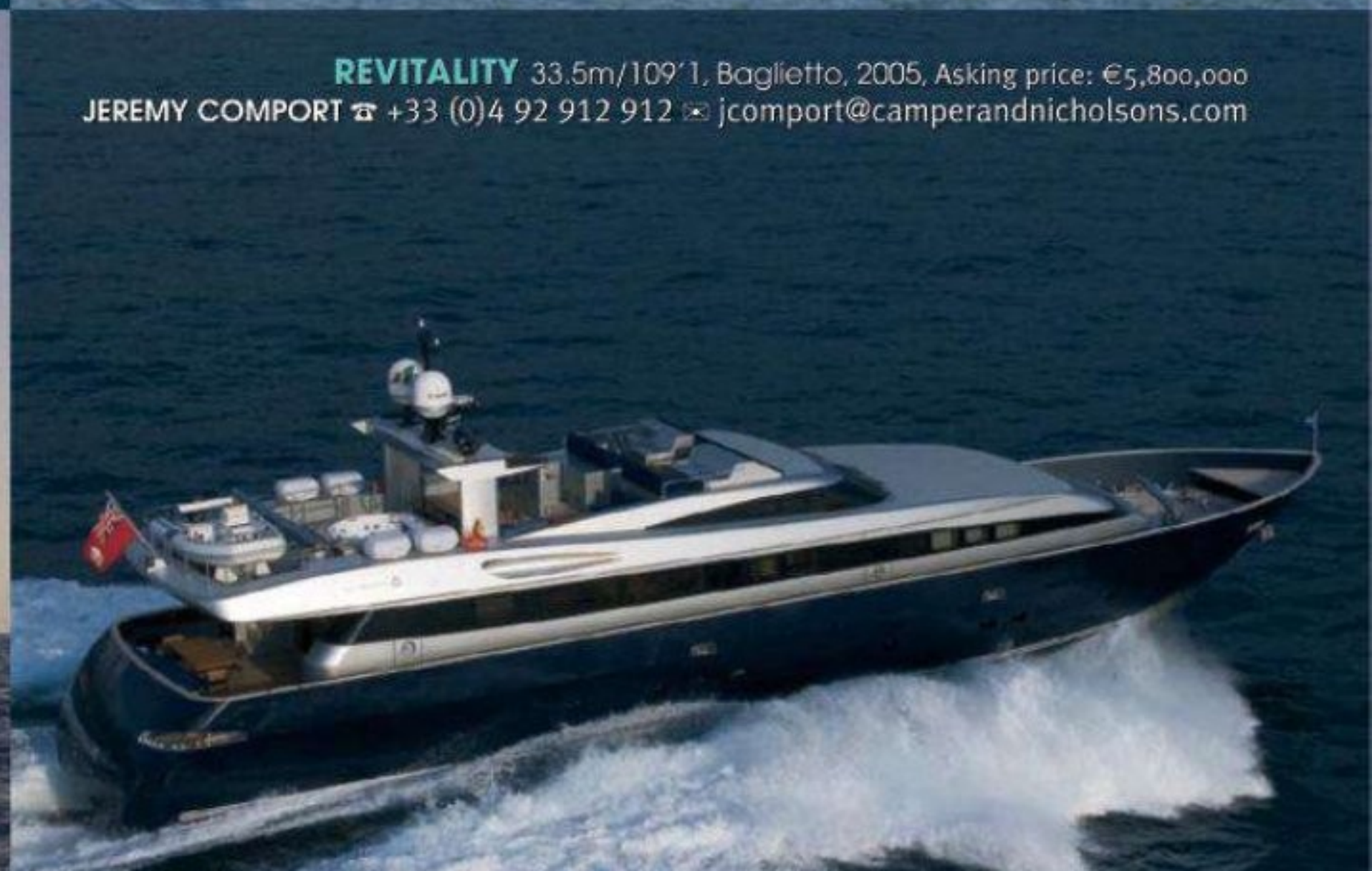
MILEANNA K 32.3m/105' 1, Tough Brothers, 1975/2004, Asking price: US\$1,350,000

TIM LANGMEAD ☎ +44 (0)20 7009 1950 ✉ tlangmead@camperandnicholsons.com



JIVA 33.9m/111'3, Sunseeker, 2008, Asking price: €6,950,000

JORDAN WAUGH ☎ +377 97 97 77 00 ✉ jwaugh@camperandnicholsons.com



REVITALITY 33.5m/109'1, Baglietto, 2005, Asking price: €5,800,000

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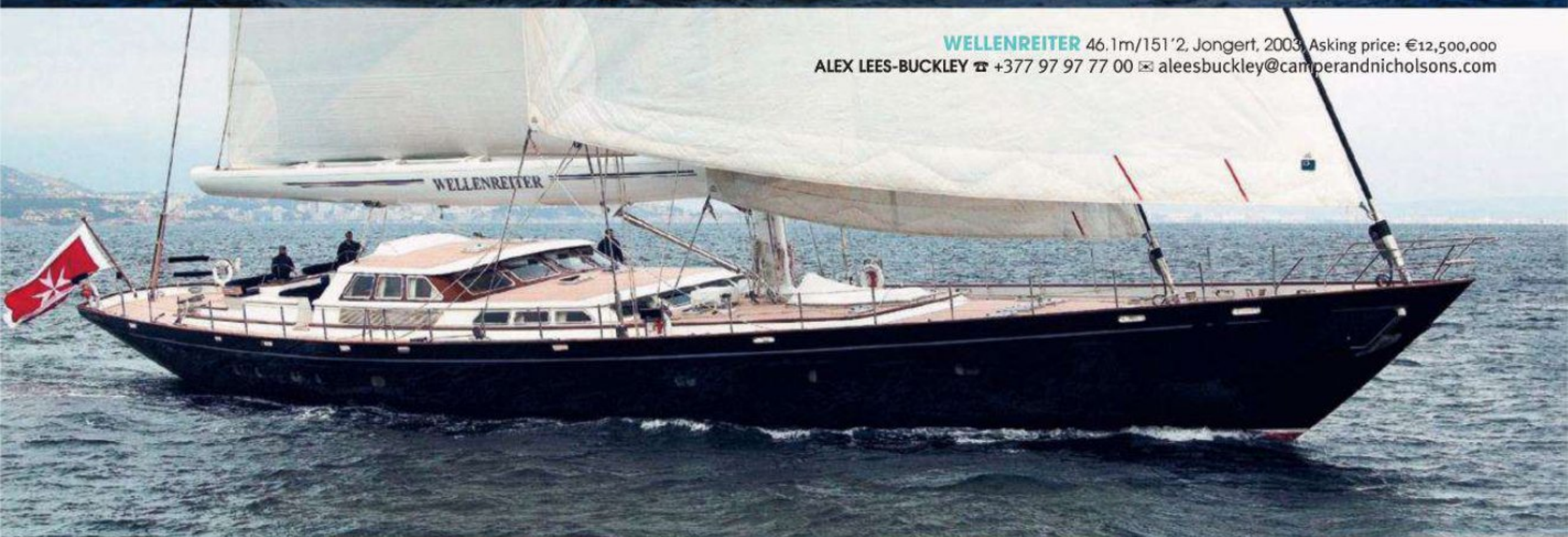
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SELENE 56m/184', Perini Navi, 2007, Asking price: €25,000,000 - Available for Charter
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WELLENREITER 46.1m/151'2", Jongert, 2003, Asking price: €12,500,000
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WILLIAM TAI 40.6m/133'5", Royal Huisman, 1997, Asking price: €9,990,000
JONATHAN SYRETT ☎ +34 971 40 33 11 ✉ jsyrett@camperandnicholsons.com

GAIA 30.7m/100', Spirit Yachts, 2007, Asking price: €3,500,000
TIM LANGMEAD ☎ +44 (0)20 7009 1950 ✉ tlangmead@camperandnicholsons.com
ARNE PLOCH ☎ +34 971 40 33 11 ✉ aploch@camperandnicholsons.com



ALAS LIBRES 30m/98'4", Thackwray, 1984/2007, Asking price: €1,750,000
JONATHAN SYRETT ☎ +34 971 40 33 11 ✉ jsyrett@camperandnicholsons.com



LIBERTY II 26.5m/86'1", CNB, 1990/2001, Asking price: €1,500,000
TIM LANGMEAD ☎ +44 (0)20 7009 1950 ✉ tlangmead@camperandnicholsons.com



BLUE PEARL 21.3m/70', Swan, 2003, Asking price: €2,375,000
TIM LANGMEAD ☎ +44 (0)20 7009 1950 ✉ tlangmead@camperandnicholsons.com



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For more information, please contact:

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One of the world's most admired superyachts is seriously for sale.

With the imminent delivery of a new yacht, the owner of EXCELLENCE III is now extremely motivated to conduct a transaction. All reasonable offers will be considered.

This highly-acclaimed, pedigree yacht is in turn key condition and is ready for immediate cruising.

Length overall 57.3m (188ft) • Built by Abeking & Rasmussen, Germany in 2001 •
Design by Abeking & Rasmussen/Donald Starkey • Accommodation for up to 14 guests

Price Now Reduced to US\$45,950,000

Joint Central Agents for Sale

Not for sale to US residents while in US waters



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Numptia

Conceived and built to exacting specifications for an experienced owner, NUMPTIA is an impressive home on the water arranged over five magnificent decks, including a dedicated spa deck. NUMPTIA's inspired design creates a truly unique environment of timeless contemporary elegance.

Length overall 70m (229.7ft) • Built by Rossi Navi, Italy in 2011 • Design by Axis Group Yacht Design/Design Studio Spadolini/Salvagni Architetti • Accommodation for 12 guests

Price on Application

Central Agents for Sale and Charter



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Element

ELEMENT is the ideal combination of comfort and performance. Capable of speeds of 22 knots this striking 43m motor yacht provides spacious accommodation for 12 guests, and has excellent potential for private or charter use by a new owner.

Length overall 42.7m (140ft) • Built by Cantieri di Pisa, Italy in 2002 • Design by Cantieri di Pisa/Frederick Mechiche
• Accommodation for 12 guests

Asking Price
€7,950,000

Joint Central Agents for Sale



Imagine

Built by Alloy Yachts in 1993, IMAGINE has been extensively maintained throughout her current ownership, and has proved herself as an 'action' yacht, having been involved in Team New Zealand's challenge for the America's Cup.

Length overall 33.6m (110.3ft) • Built by Alloy Yachts, New Zealand in 1993 (refit 2007/09) • Design by Dubois Naval Architects/Agnes Comar • Accommodation for 6/7 guests

Asking Price
€4,800,000 (EU VAT Paid)

Central Agents for Sale

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www.burgessyachts.com or email: sales@burgessyachts.com

Gladius

A state of the art performance yacht with sleek Italian styling and spacious decks. Now reduced in price: all interest is encouraged.

- Length overall 38.7m (126.9ft)
- Built by Cantieri di Pisa, Italy in 2007
- Design by Cantieri di Pisa/Carlo Paladini
- Accommodation for 10 guests

Asking Price
€8,750,000

Joint Central Agents for Sale and
Central Agents for Charter



Ulysses

A spectacular, high volume superyacht that combines outstanding range and true expedition capabilities with luxurious, generously sized interiors, superb accommodation and exceptional deck spaces.

- Length overall 59.6m (196ft)
- Build and design by Trinity Yachts and Felham Enterprises, 2006
- Accommodation for up to 19 guests

Asking Price
US\$49,000,000

Joint Central Agents for Sale



BURGG

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Sunrise

This elegant 52.8m Oceanco has been consistently operated and maintained to the very highest standards by her dedicated owner since build. The new addition of zero speed stabilisers this winter to what is already an excellent yacht make SUNRISE the complete package and one of the best sales opportunities in her size range in today's market.

Length overall 52.8m (173.2ft) • Built by Oceanco, The Netherlands in 2000 • Design by Richard Hein/ The "A" Group • Accommodation for 12 guests

Asking Price
US\$29,500,000

Central Agents for Sale



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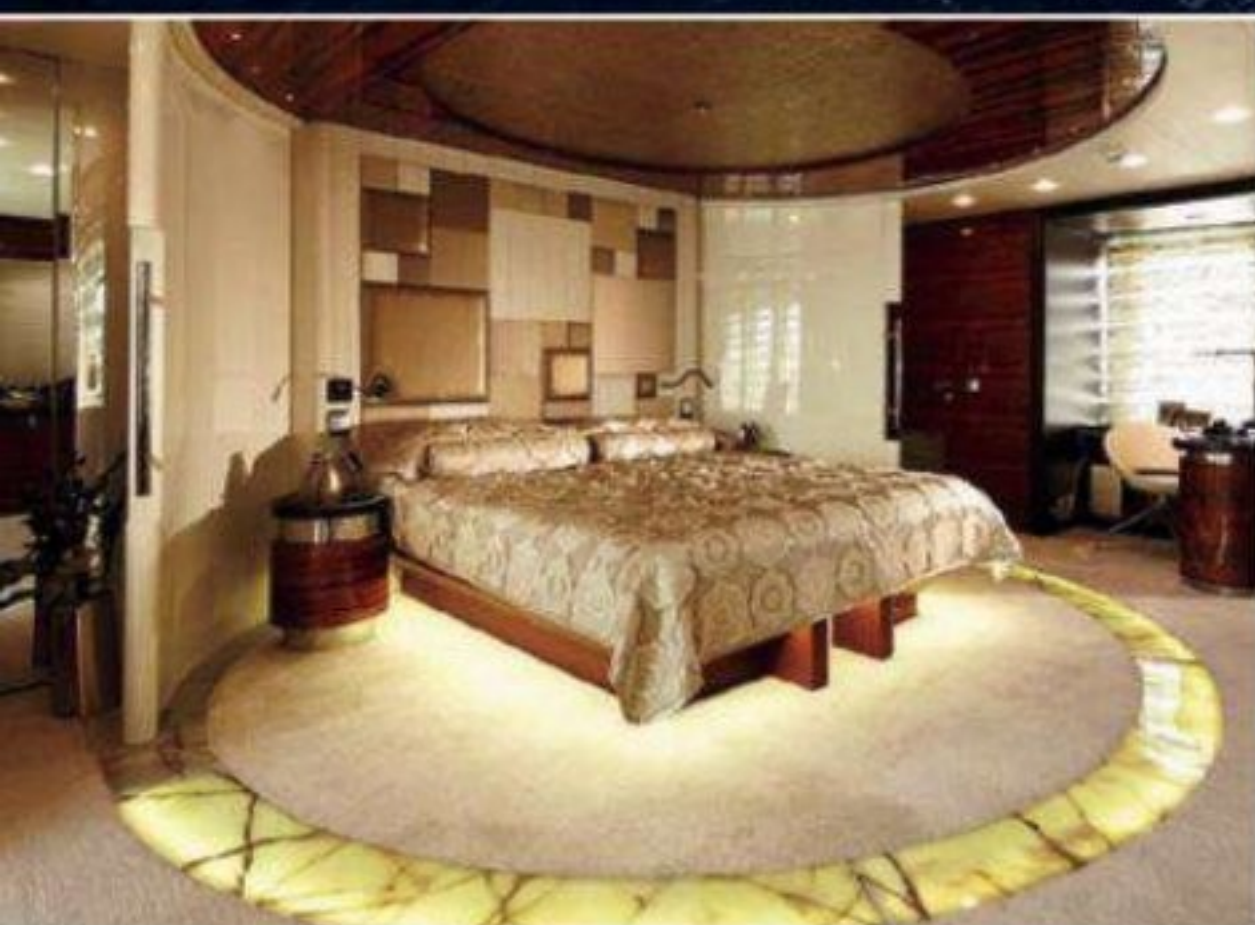
E&E

Designed for long range, luxury cruising, E&E is a truly exciting, brand new superyacht that boasts exceptional volume and impressive levels of craftsmanship. All interest is encouraged: contact Burgess for further details.

42.1m (138.1ft) • Cizgi Yacht, 2011

Price on Application

Central Agents for Sale. Also available for charter.



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AZIMUT CUSTOM 116, 2011

View at the Miami Yacht & Brokerage Show!



AZIMUT CUSTOM 116, 2011

Asking: POA

11 Guests Lying: Florida, USA

This is an exceptional example of an Azimut 116' built to RINA specifications; then completely customized and upgraded to the highest standards. Full warranties along with her improvements make this custom Azimut 116' one of the finest in the world!

Central Agents
for Sale



Founded by Burgess in 2005, OceanStyle is the world's leading expert in top of the range 20 - 45m semi-custom and performance luxury yachts

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OceanStyle will be at the The Miami Yacht & Brokerage Show
16th - 20th February we look forward to seeing you there!

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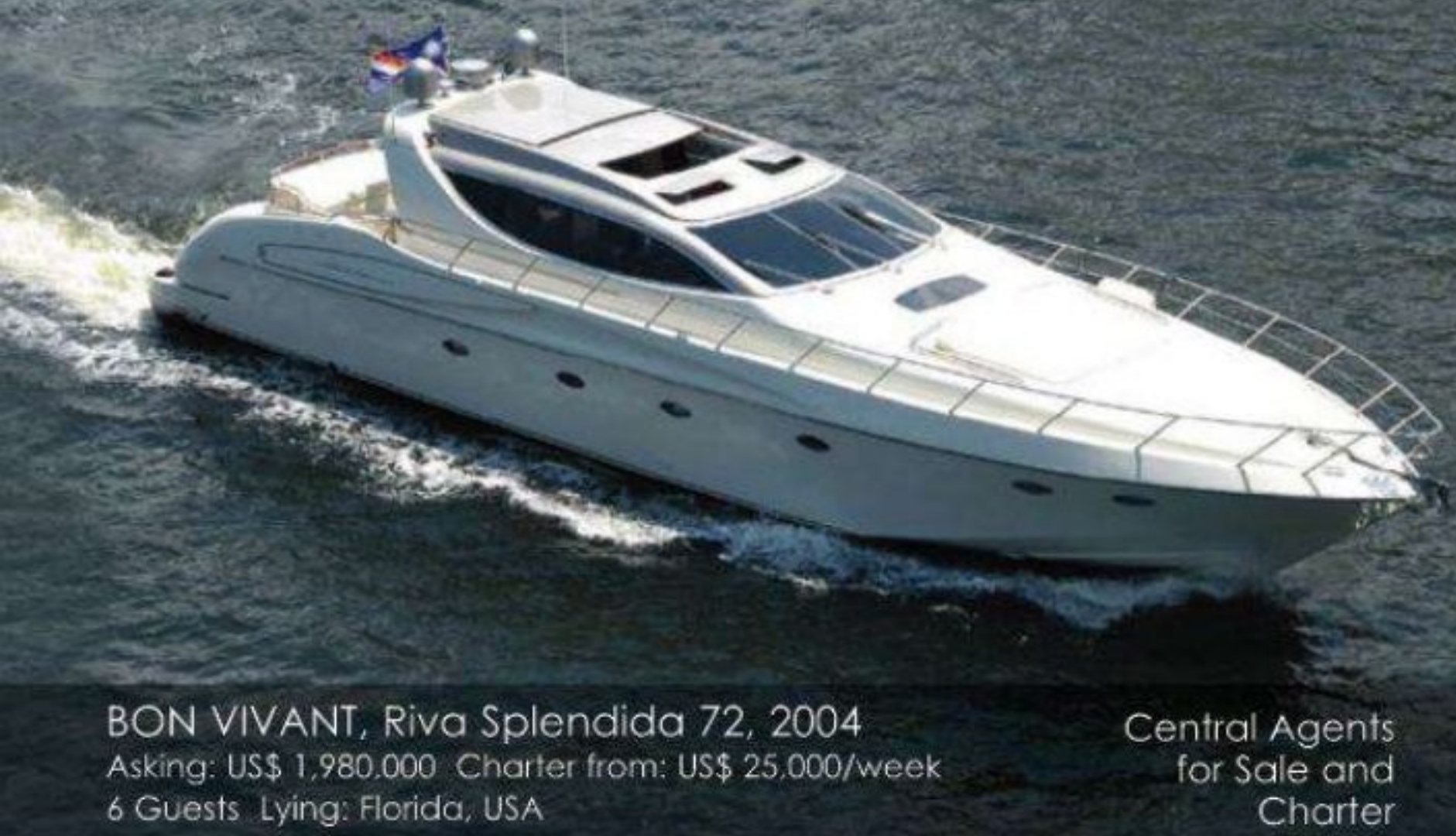
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BON VIVANT, Riva Splendida 72, 2004
 Asking: US\$ 1,980,000 Charter from: US\$ 25,000/week
 6 Guests Lying: Florida, USA

Central Agents
 for Sale and
 Charter



ABILITY, Mangusta 130, 2004
 Asking: Euro 9,950,000 Charter from: Euro 84,000/week
 9 Guests Lying: South of France

Central Agents
 for Sale and
 Charter



AFRICAN QUEEN, Benetti Classic 120, 2009
 Charter from: Euro 105,000/week
 11 Guests Lying: West Mediterranean

Central Agents for Charter



LA DEA, Azimut 116, 2004
 Charter from: Euro 72,000/week
 11 Guests Lying: South of France

Central Agents for Charter



BENITA BLUE, Evolution 110, 2005 (commissioned 2007)
 Asking: £3,950,000 Charter from: Euro 65,000/week
 10 Guests Lying: West Mediterranean

Central Agents
 for Sale and
 Charter



SOLONA, San Lorenzo 100, 2002
 Charter from: Euro 45,000/week
 9 Guests Lying: Monaco

Central Agents for Charter

OCEAN

Founded by Burgess in 2005, OceanStyle is the world's leading expert
 in top of the range 20 - 45m semi-custom and performance luxury yachts



POWDERMONKEY, Falcon 100, 2004
 Asking: Euro 2,350,000 Charter from: Euro 45,000/week
 10 Guests Lying: South of France

Central Agents
 for Sale and
 Charter



New Listing

LADY P, Vipship 295, 2003
 Asking: Euro 4,500,000
 9 Guests Lying: Greece

Central Agents for Sale



CRISTAL, Baia Atlantica 78, 2006
 Asking: Euro 1,600,000
 8 Guests Lying: West Mediterranean

Central Agents for Sale



New Listing

ASPIRE OF LONDON, Predator 72, 2007
 Asking: Euro 1,100,000
 8 Guests Lying: West Mediterranean

Central Agents for sale



SEL, Dalla Pietra 72, 2008
 Asking: Euro 1,950,000
 7 Guests Lying: Palma, Spain

Central Agents for Sale



New Listing

OLIVIA III, Rivarama 44, 2007
 Asking: Euro 615,000
 2 Guests Lying: West Mediterranean

Central Agents for Sale

STYLE

OceanStyle will be at the The Miami Yacht & Brokerage Show 16th – 20th February
 we look forward to seeing you there!

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QUIVIRA | 35m (116') | Benetti | 1979/2008 | 3,995,000 USD
Exudes old world charm, elegant mahogany interior, a rare find on today's market.

James Nason | San Diego + 1 619 225 0588 | james.nason@fraseryachts.com



ANN G | 35m (116') | Azimut | 2008 | 6,700,000 EUR
A fine example of the popular Azimut 116 series, ANN G is in great condition, having had an ongoing maintenance program and full crew.

Oscar Romono | Viareggio +39 334 688 4998 | oscar.romano@fraseryachts.com



Not for sale to US residents while in US waters.

PICOSA LADY | 22m (75') | Fleming | 2001 | POA
Meticulously maintained and continuously upgraded in all areas, including: AV, Electronics, interior décor, galley, exterior soft goods, tender and much more.

Jody O'Brien | Ft. Lauderdale +1 954 463 0600 | jody.obrien@fraseryachts.com



GOLDEN BOY II | 35m (115') | Sovereign | 1998/2007 | 4,995,000 USD
Five stateroom layout, on deck master, well maintained yacht, recent exterior paint & upgrades.

Michael Selter | San Diego +1 619 225 0588 | michael.selter@fraseryachts.com



BLACK PEARL | 18m (58') | Donzi | 2006 | POA
A unique opportunity for the serious angler! A 58' express sportfish with new paint and in pristine condition.

Scott French | Ft. Lauderdale + 1 954 463 0600 | scott.french@fraseryachts.com



HERITAGE | 45m (148') | Perrini Navi | 2006 | 17,500,000 EUR
5 cabin 45.3m 2006 feature a tasteful interior. Main features: large saloon, outdoor saloon with 3 seating areas, aft side stern door/beach club. Immaculately maintained by 1 owner.

Dennis Frederiksen | Monaco +377 93 100 450 | dennis.frederiksen@fraseryachts.com



CRYSTAL | 34m (111') | Deep Sea Marine | 1987/2006 | 2,100,000 USD
BANK OWNED. Excellent long range yachtfisher. Corten steel hull. 10 cabins for guest and crew. Big beam and large volume 3412 Cats, 3 generators.

Neal Esterly | San Diego + 1 619 225 0588 | neal.esterly@fraseryachts.com



COSMOS | 70m (229') | Custom-New Build | 2014 | POA
Striking global expedition ship from designers Claydon-Reeves. Massive owner cabin, dedicated hanger for Augusta 109 or similar. Build new or AHTS conversion. 7500nm range.

Jeff Partin | Ft. Lauderdale + 1 954 463 0600 | jeff.partin@fraseryachts.com

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FRASER YACHTS



ANDIAMO | 42m (139') | Leadship | 2003

A true explorer vessel (both in design and build), Andiamo features an ice strengthened hull and all the equipment expected for long distance cruising, including extensive storage and rugged but comfortable tenders, sea kayaks and

sailing dinghy's. In contrast to her "tough" exterior this vessel has a tasteful and refined interior of the highest quality by Glade Johnson.

Dennis Frederiksen | Monaco + 377 93 100 450 | dennis.frederiksen@fraseryachts.com



FRASER YACHTS



SEAWOLF

58m (193') | Smedvik Mek | 1957/2009 | POA

SEAWOLF is the perfect mix of exploration yacht with luxurious accommodations and impeccable service. Tons of toys including 28' Herreshoff sailboat, 17' x 9' pool and much more! She is in immaculate condition, in class and ready to continue cruising anywhere in the world. Presently located in the Pacific and heading towards the Caribbean for easy inspection. This represents a great opportunity for the adventurous buyer to acquire the ultimate go anywhere, anytime explorer yacht. Long range, fuel efficiency and comfort. Jody O'Brien | Ft. Lauderdale +1 954 646 4970 | jody.obrien@fraseryachts.com



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LORETTA ANNE IV

40m (131') | Alloy Yachts | 2009

Highest quality and timeless elegance from the team of Alloy, Dubois and Starkey, combining a proven hull design with state of the art equipment and at-rest stabilization. Full beam on-deck master with his/her baths and office, 3 guest suites, a gym and tender garage. Huge sundeck with jacuzzi and a shaded dining area. An exceptional vessel in all respects and now offered to make room for a new delivery. Mint condition, Lloyds and MCA classed, turn key and seriously for sale. Transoceanic range, Jody O'Brien | Ft. Lauderdale +1 954 646 4970 | jody.obrien@fraseryachts.com



FRASER YACHTS



VULCAN 46

46m (151') | Vicem Yachts | 2012 | 27,000,000 USD

Semi displacement advanced composite fast Motor Yacht, Cruising at 22+ knots, powered by (2) 3650 HP each MTU engines. 4000 NM Range at 12 knots. Gross Tonnage 460. Built to RINA Class and compliant Cayman Island MCA LY2. Naval Architecture from Mulder Design B.V. and Interior Design by Art-Line Interior B.V. Owner's stateroom on the main deck and (10) Guest on the lower deck, full beam VIP cabin, two twin cabins and two double cabins. Modern styling with large open spaces and wide windows. Central Agent. Antoine Larricq | Monaco +33 678 63 61 72 | antoine.larricq@fraseryachts.com



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TOUCH | 36m (120') | Louisbourg | 2004 | 6,900,000 USD

Four staterooms, all with king berths. Huge bridge deck master with private deck. VERY successful charter boat, meticulously maintained. Just completed \$1,500,000 refit.
Josh Gulbranson | Ft. Lauderdale +1 954 463 0600 | josh.gulbranson@fraseryachts.com

INSPECT AT MIAMI INTERNATIONAL BOAT SHOW



SEVEN J's | 33m (110') | Lazzara | 2005 | 5,900,000 USD

Five stateroom layout provides guest accommodations for 12. Satin finished cherry wood joinery throughout interior. Outfitted for serious fishing and diving in luxury.
Josh Gulbranson | Ft. Lauderdale +1 954 463 0600 | josh.gulbranson@fraseryachts.com



TRILOGY | 31m (103') | Broward | 1988/2010 | 1,585,000 USD

Well refitted vessel with many custom upgrades. Fantastic interior, recent paint and engines rebuilt. Popular on the charter market. See in Fort Lauderdale.
Josh Gulbranson | Fort Lauderdale +1 954 463 0600 | josh.gulbranson@fraseryachts.com

INSPECT AT MIAMI INTERNATIONAL BOAT SHOW



DOLCE VITA | 22m (72') | Uniesse | 2007 | 1,950,000 USD

Spectacular performance with upgraded 1550 HP engines. 4 Guest cabins plus Crew quarters for 2. Extremely clean yacht. Best price on the market.
Josh Gulbranson | Ft. Lauderdale +1 954 463 0600 | josh.gulbranson@fraseryachts.com



DOUBLE SHOT | 36m (118') | Tecnomar | 2011 | 8,200,000 EUR

Amazing contemporary interior featuring five guest cabins. Top speed of 31 knots. Amazing outdoor spaces on both fore and aft deck make her the ultimate sport cruiser. Very low hours.
Josh Gulbranson | Ft. Lauderdale +1 954 463 0600 | josh.gulbranson@fraseryachts.com



ONCE AROUND | 29m (95') | Sunseeker | 2003

Recent Price reduction. Best priced Predator on the market. Very well maintained by original owner. Excellent condition throughout. Twin engine and conventional drives.
Josh Gulbranson | Ft. Lauderdale +1 954 463 0600 | josh.gulbranson@fraseryachts.com

INSPECT AT MIAMI INTERNATIONAL BOAT SHOW



HAPPY FISH | 23m (77') | Hatteras | 2008 | 3,950,000 USD

Five staterooms, stabilized and fitted with many factory options including full tower and tender with davit on bow. Immaculate condition. Very motivated to sellers.
Josh Gulbranson | Ft. Lauderdale +1 954 463 0600 | josh.gulbranson@fraseryachts.com



NAMEDROPPER | 23m (75') | Riva | 2011 | 5,650,000 USD

Sleek and fast as expected with the Riva name. Sophisticated contemporary interior. Very low hours with full warranty. Better than new.
Josh Gulbranson | Ft. Lauderdale +1 954 463 0600 | josh.gulbranson@fraseryachts.com



FRASER YACHTS

Monthly Showcase

For Sale & Charter

These four yachts represent a small sample of those we have available for sale and which are also available for charter, giving you the perfect opportunity to try before you buy. Please contact us for a wider selection that meets your exact requirements.

FOR SALE & CHARTER



Not for sale to US residents while in US waters.

DEEP BLUE II | 43m (143') | Oceanco | 1996/2008 | 15,900,000 USD

Quality construction with Dutch Pedigree. Completely refitted in 2007/08. Interior design by Paolo Rossi. Showboats Intl award for the best semi displacement yacht over 40m. Jose Arana, Jr. | Ft. Lauderdale +1 954 463 0600 | jose.aranajr@fraseryachts.com

FOR SALE & CHARTER



Not for sale to US residents while in US waters.

KAI | 36m (120') | Benetti | 2008 | 13,400,000 USD

Highly spec'd and customized with modern interior and exteriors, zero speed stabilizers, Crestron/Sonus AV package, Lutron lighting and more. Excellent charter record. ABS/MCA. Jose Arana, Jr. | Ft. Lauderdale +1 954 463 0600 | jose.aranajr@fraseryachts.com

FOR SALE & CHARTER



PRINTEMPS | 34m (112') | Heesen | 1987/2009 | 1,950,000 EUR

Printemps is based in Monaco and is an ideal family yacht to cruise on the French Riviera. New crew and references available.

Antoine Larricq | Monaco +377 93 100 450 | antoine.larricq@fraseryachts.com

FOR SALE & CHARTER



CHINA | 33m (110') | Kingship Marine | 2006 | 6,950,000 EUR

Proven explorer yacht with Zero speed stabilizers. Lloyd's, MCA and Commercially Registered. Inspection recommended.

Richard Earp | Monaco + 377 93 100 450 | richard.earp@fraseryachts.com

Sales | Charter | Management | Construction | Crew

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KEEP COOL | 33m (108') | San Lorenzo | 2009 | 8,000,000 EUR

Delivered with full options from this master Italian shipyard renowned for their glamour and uncompromising quality.

David Legrand | Monaco +377 93 100 450 | david.legrand@fraseryachts.com



ALIA 82 | 25m (82') | Alia Yachts | 2012 | 5,950,000 USD

Advanced composite construction ensures excellent performance without compromise on luxury.

James Munn | Monaco + 377 93 100 450 | james.munn@fraseryachts.com

Julian Calder | London + 44 791 865 0089 | julian.calder@fraseryachts.com



SUNDARA | 35m (115') | Karadeniz | 1994/2011 | POA

Fabulous configuration for personal entertaining or charter including a flybridge, large deck salon, Jacuzzi, all the toys and large swim platform. Outstanding value in today's market.

Giulio Riggio | Palma +34 971 700 445 | giulio.riggio@fraseryachts.com



INDIGO STAR | 38m (124') | S.M. Italian Yachts | 1995/2009 | 3,950,000 EUR

Tenders and toys in garage aft. Well maintained, keen seller: price recently reduced by 950,000 EUR

Jürgen Koch | Palma +34 971 700 445 | jurgen.koch@fraseryachts.com



LIVIA | 30m (98') | Moonen | 2009 | 8,250,000 EUR

Immaculately maintained, with low hours and only private use, she is as good as new.

Julian Calder | London + 44 207 016 4480 | julian.calder@fraseryachts.com

Nabil El Jammal | London + 44 207 016 4480 | Nabil.ElJammal@fraseryachts.com



CRESCENT 144 | 44m (144') | Crescent Custom Yachts | 2012 | 18,900,000 USD

A unique opportunity to acquire a high quality and innovative build that is approximately 70% complete at a substantial discount to replacement value.

Neal Esterly | San Diego +1 619 225 0588 | neal.esterly@fraseryachts.com



JADE 95 | 29m (95') | Jade Yachts | 2010 | 7,995,000 USD

Style and luxury abound in this modern large volume expedition yacht. Caterpillar engines, four luxurious staterooms. Bureau Veritas Classed.

Jeff Partin | Ft. Lauderdale +1 954 463 0600 | jeff.partin@fraseryachts.com



ROSSINAVI 45 M | 45m (147') | Rossinavi | 2013 | 24,000,000 EUR

This yacht gives the possibility to live in close contact with the sea. The stern cockpit is very near the water, and over 70 square meters.

Ciro Pettruci | Viareggio +39 335 18 22 971 | ciro.petrucchi@fraseryachts.com



FRASER YACHTS



PROTEKSAN-TURQUOISE 75M | 75m (246') | Proteksan | 2013

Beautiful Andrew Winch design, well under construction for fast delivery. Various options are still available for styling and layout including private owner's

deck, 6 staterooms on deck and massive spa area. Helicopter landing, big garages and exceptional volume.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com



Not for sale to US residents while in US waters.

SEA BOWLD | 53m (174') | Oceanfast | 2004 | 13,950,000 USD

26 knots with a 3400nm range at 12 knots. Owner's stateroom on bridge deck; four guest suites and superb outside deck spaces. Yachting's equivalent to AMG.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com



Not for sale to US residents while in US waters.

TURQUOISE | 55m (181') | Proteksan | 2011 | 35,500,000 USD

New full displacement yacht delivered only 8 months ago. Six staterooms with two on deck. Tenders in garages, zero speed stabilizers, Lloyds class, MCA and LY2.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com



ULYSSES | 60m (196') | Exploration Yacht | 2006

Solidly built and finished to the highest standards, ULYSSES is the ultimate Exploration Yacht. She has massive volume from her 11m (36') beam over 5 decks. Eight staterooms.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com



ST MARTEEN | 34m (113') | Codecasa | 1992/2007 | 2,200,000 EUR

35m motor yacht with an excellent layout. Steel hull, four double cabins and Lloyds class. The range is 3600 miles with economical engines, classic wood and cherry interiors.

Antoine Althaus | Monaco +377 93 100 450 | antoine.althaus@fraseryachts.com

Sales | Charter | Management | Construction | Crew

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PRINCESS SARAH | 43m (142') | Richmond Yachts | 2007 | 17,900,000 USD

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Features 6 Staterooms with on deck master.
Scott French | Fort Lauderdale + 1 954 463 0600 | scott.french@fraseryachts.com



NORTHERN MARINE 151 | 46m (151') | Northern Marine | 2014 | 23,995,000 USD

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LAUREL | 73m (240') | Delta Marine | 2006

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CARPE DIEM 191' (58M) Trinity 2011. 6 Staterooms
C.A. Frank Grzeszczak 954.494.7096 or C.A. Kevin Bonnie +33.616.39.1959



LADY LINDA 187' (57M) Trinity 2012. 6 Staterooms
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LIONSHARE 130' (40M) Heesen 1987/2009. 5 Staterooms
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CEDAR ISLAND 110' (34M) Broward 1994. 4 Staterooms
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SISTERSHIP



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BLACK PEARL III 86' (26M) Azimut 2005. 4 Staterooms
C.A. David Nichols 954.682.6853





HARBOUR ISLAND 180' (55M) Newcastle 2011. 6 Staterooms
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TUSCAN SUN 147' (45M) Izar 2006. 6 Staterooms
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SHARON ANN 104' (32M) Destiny 2002. 4 Staterooms
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NEW LIFE 92' (28M) Lazzara 2009. 4 Staterooms
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ACADIA 84' (26M) Lyman Morse 2003/2004. 3 Staterooms
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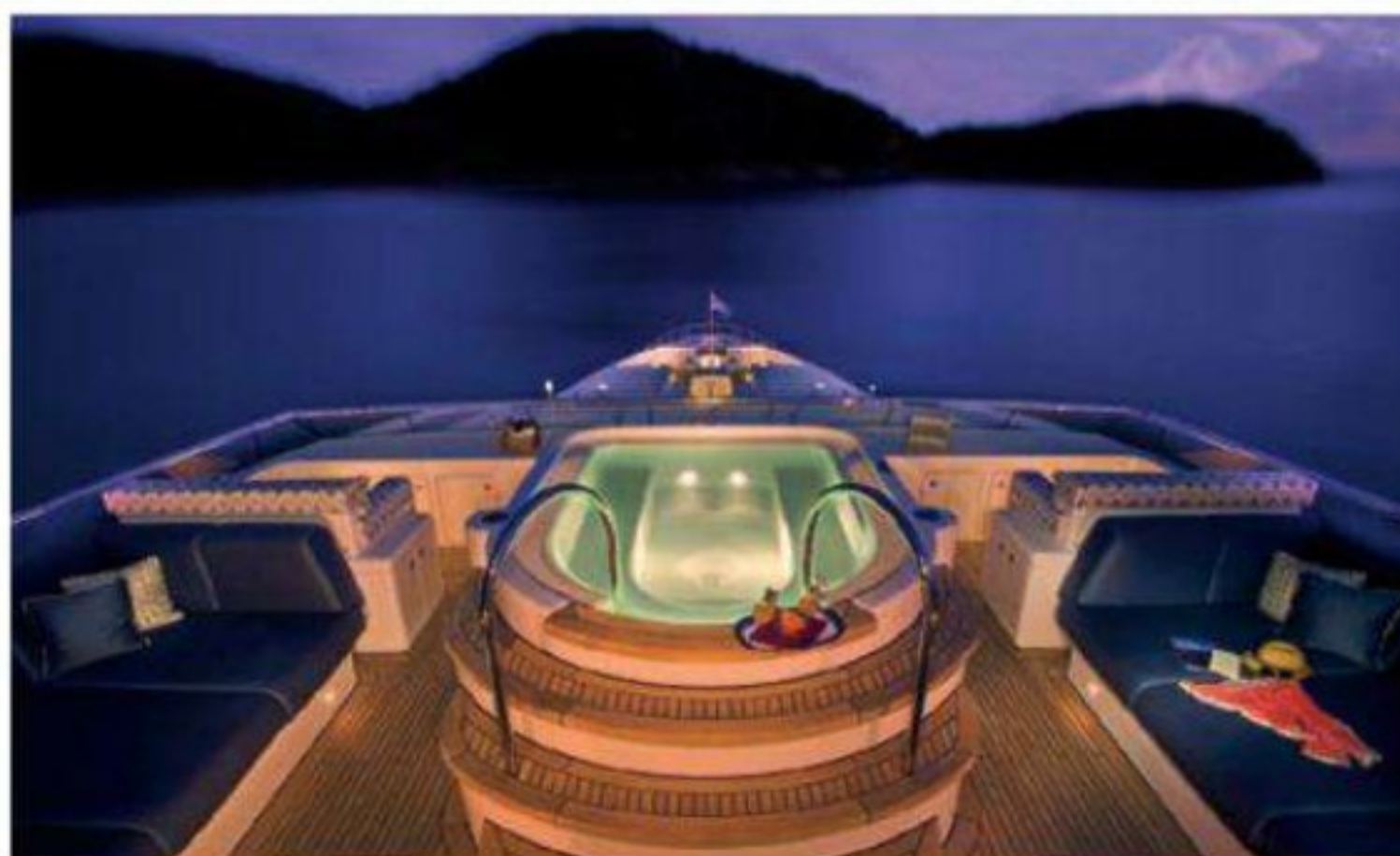
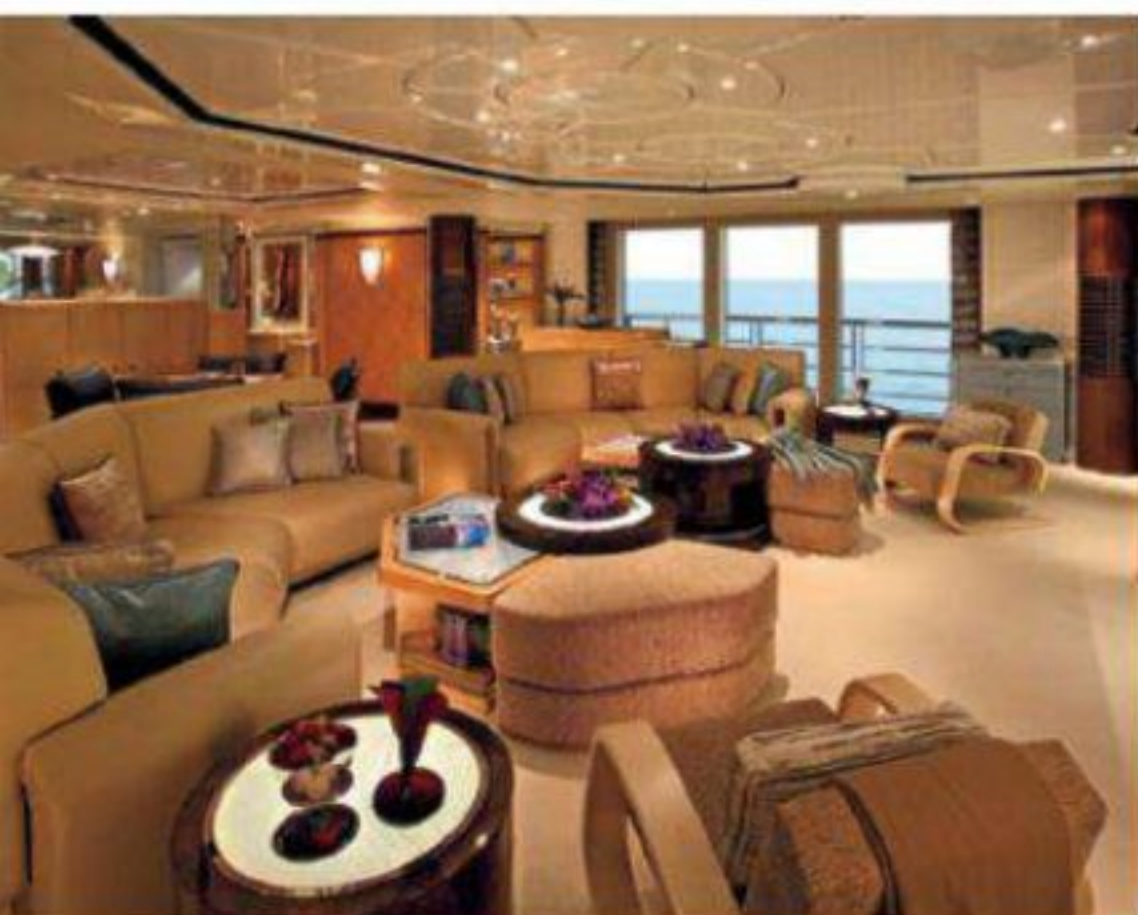
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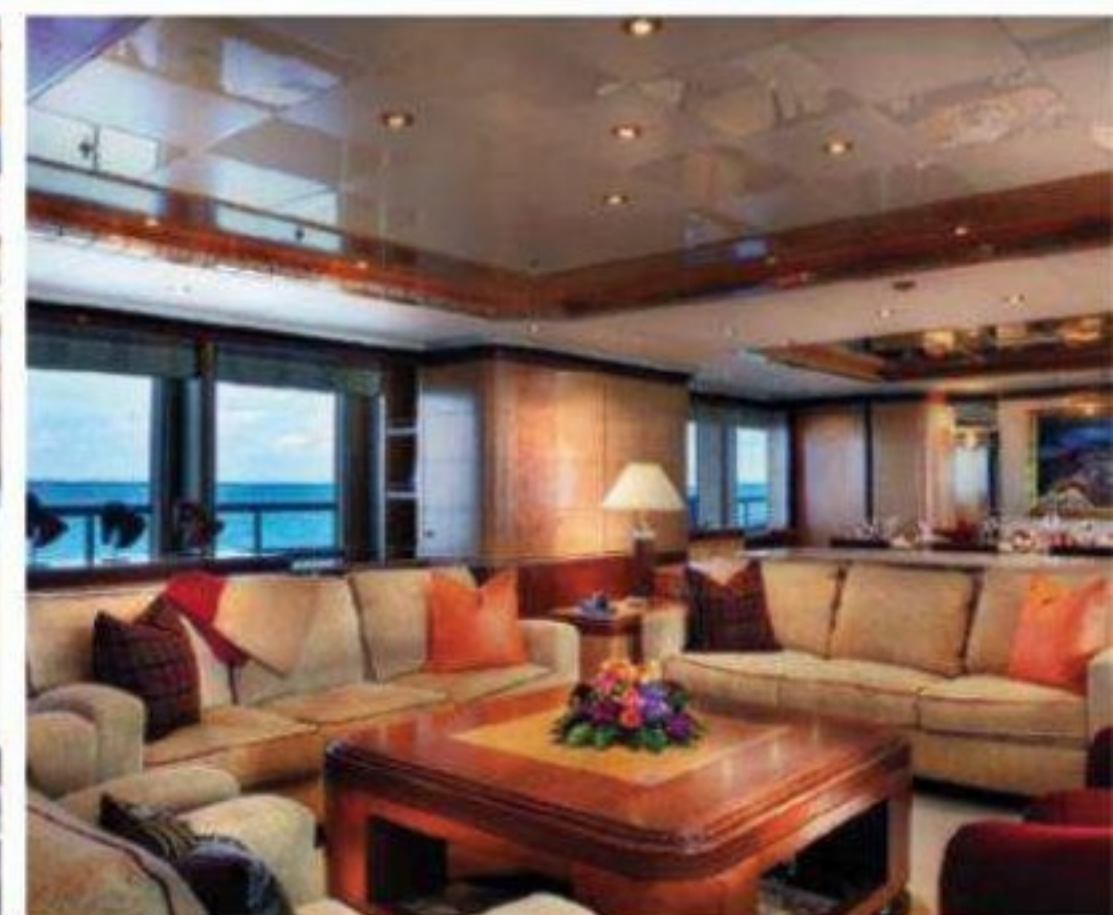
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160'/49m Christensen 2009 **VF-15***

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157'/48m Christensen 2006 **THIRTEEN**

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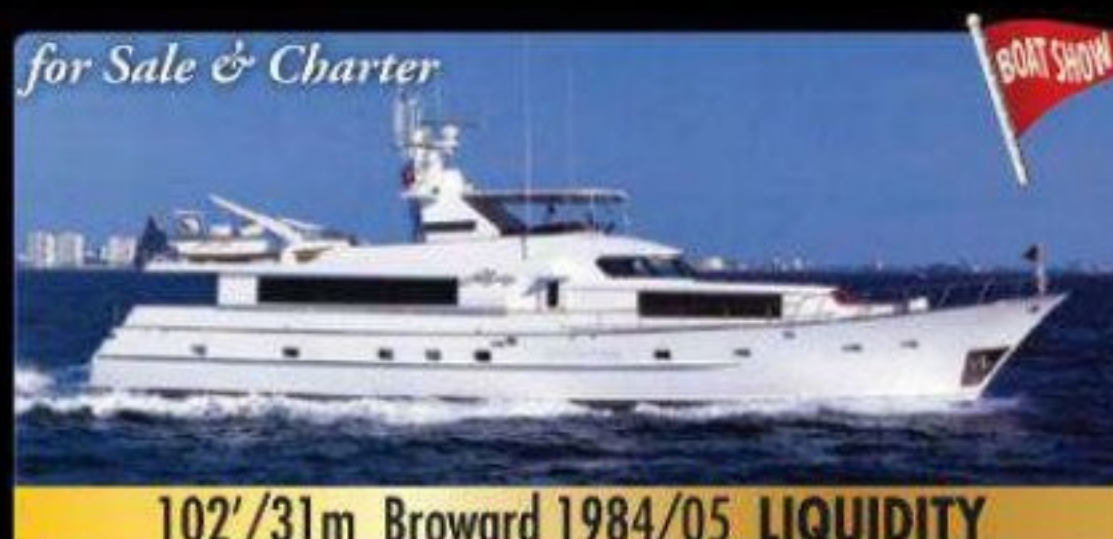
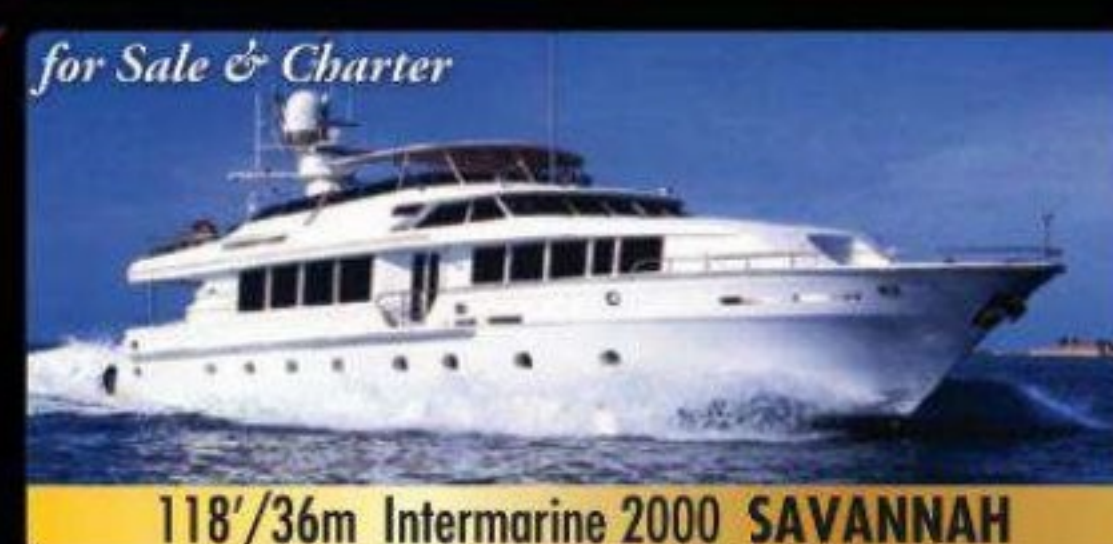
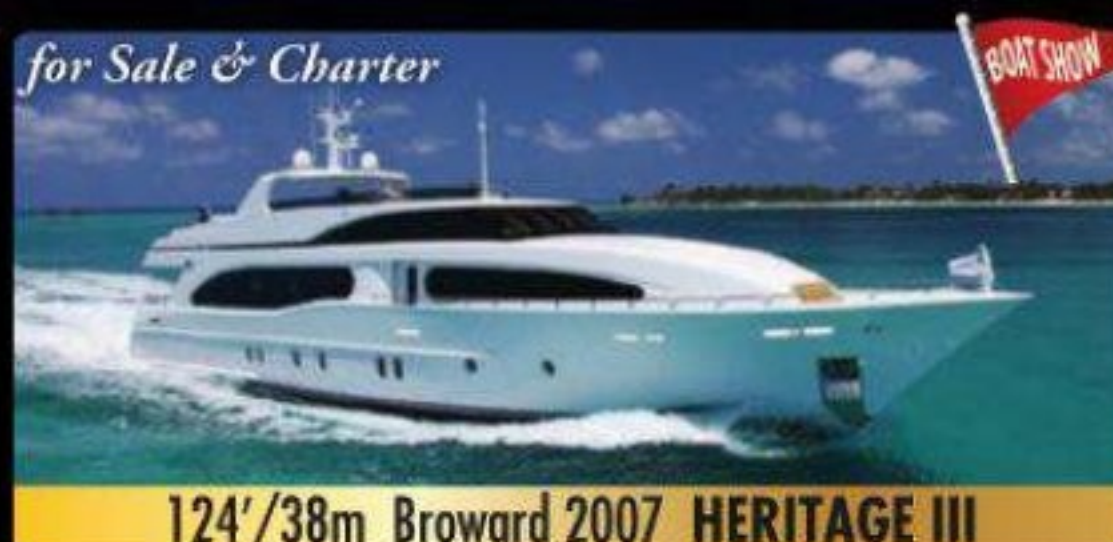
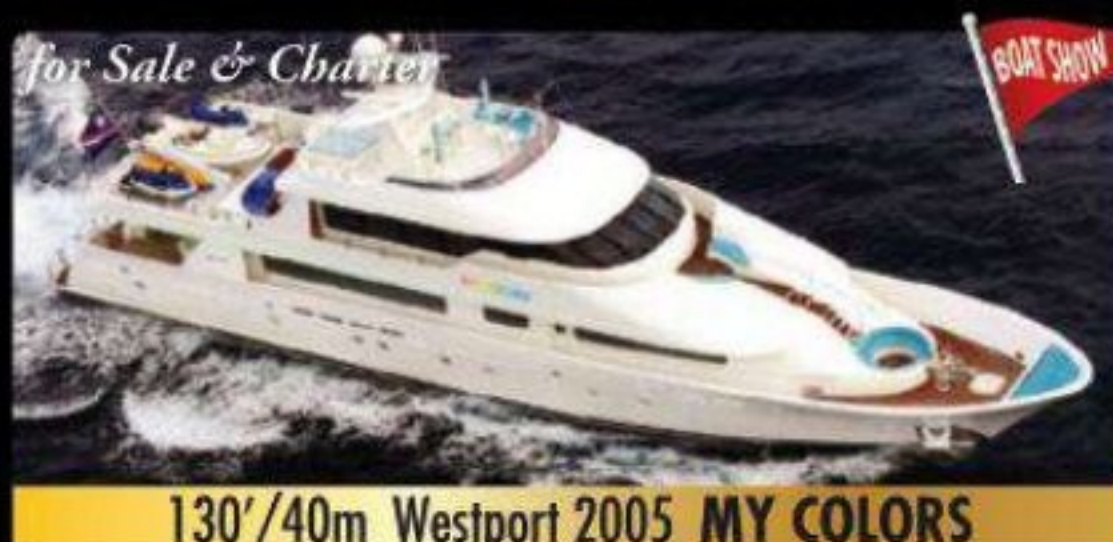
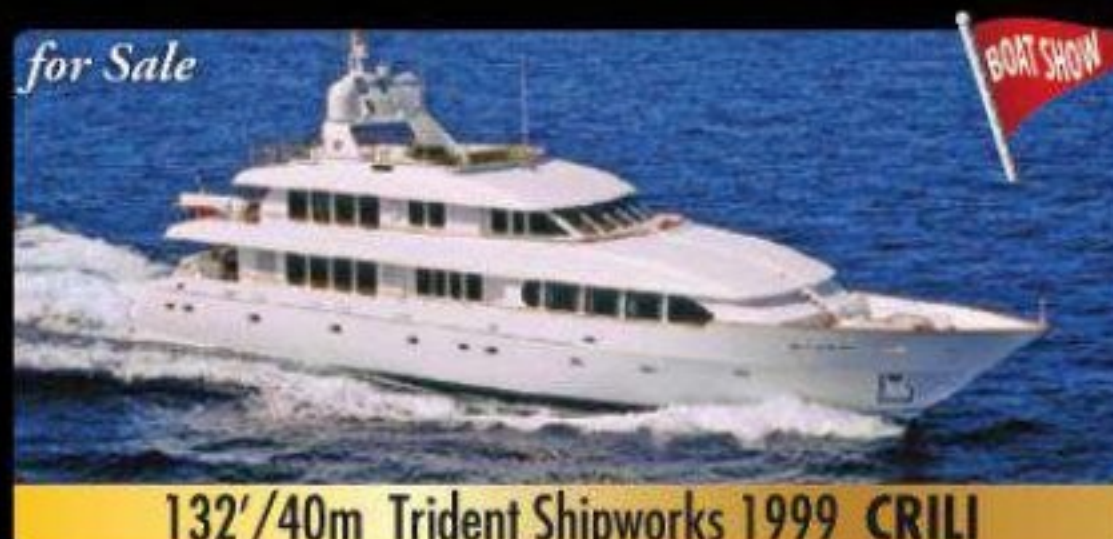
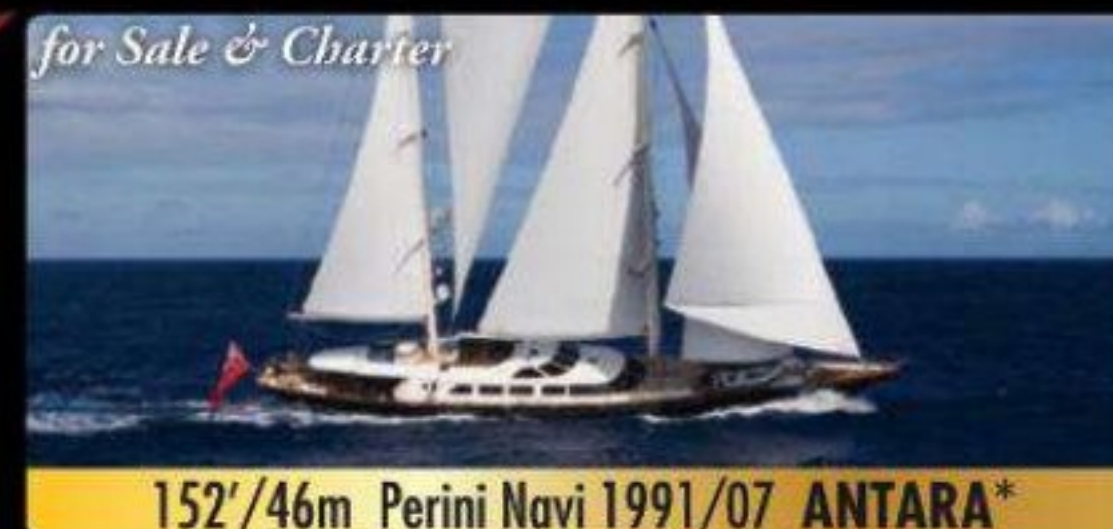
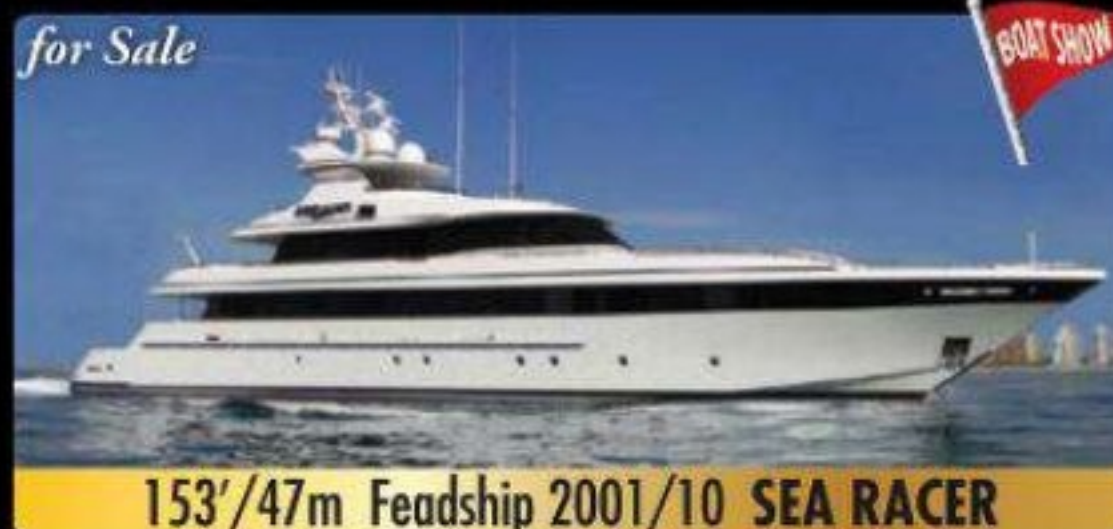
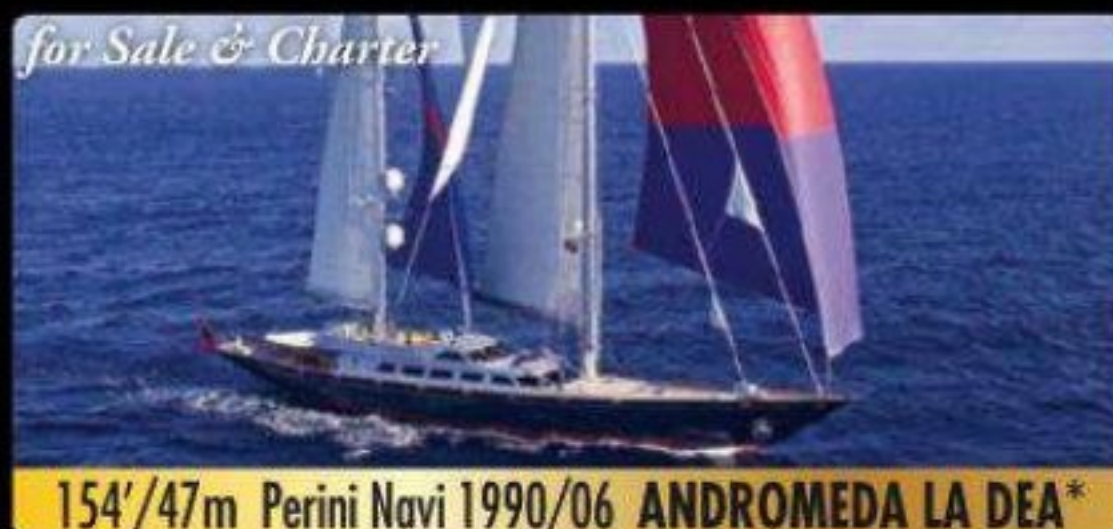


157'/48m Christensen 2007 **SCOTT FREE**

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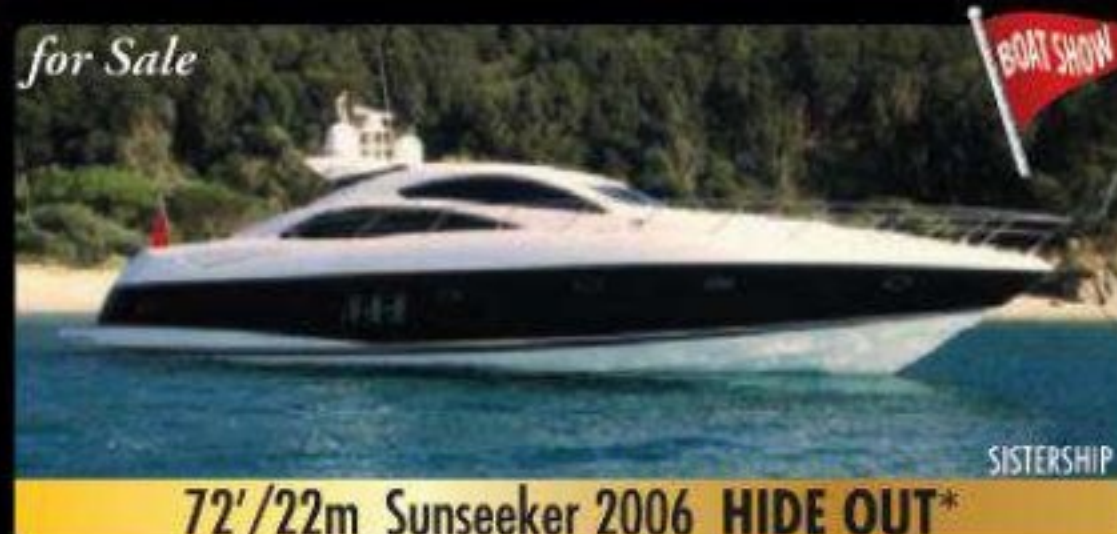
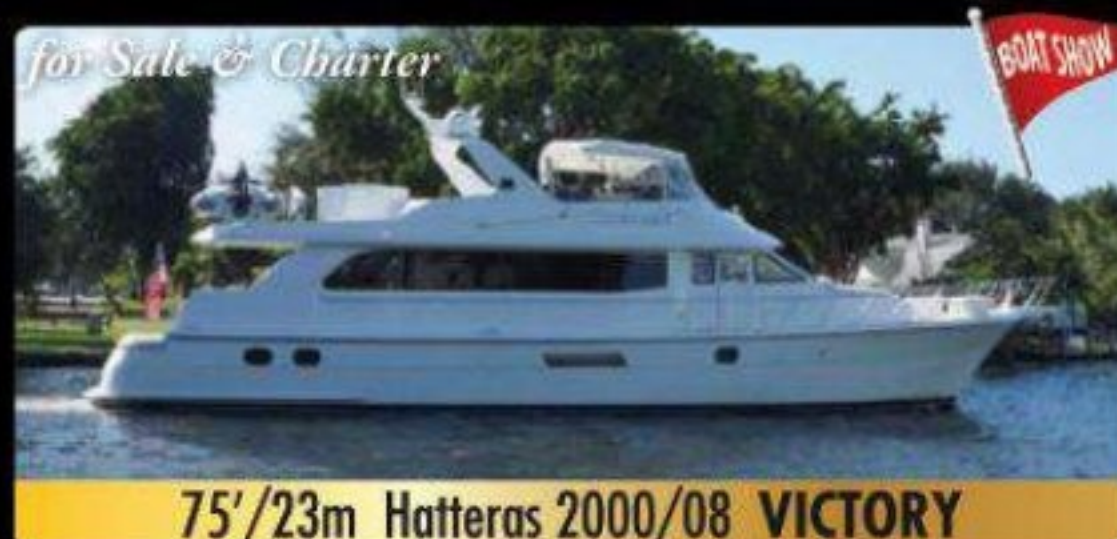
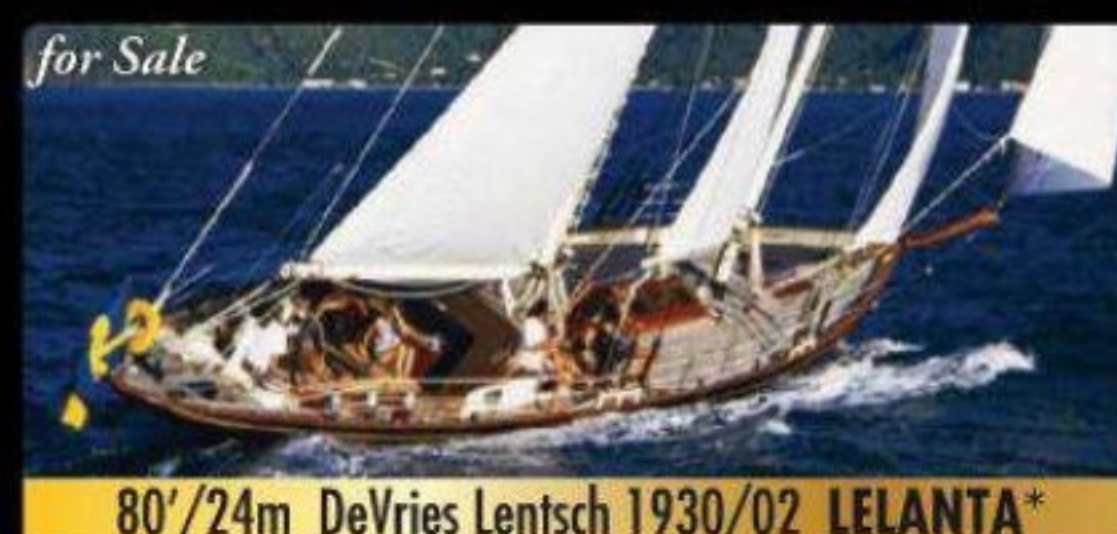
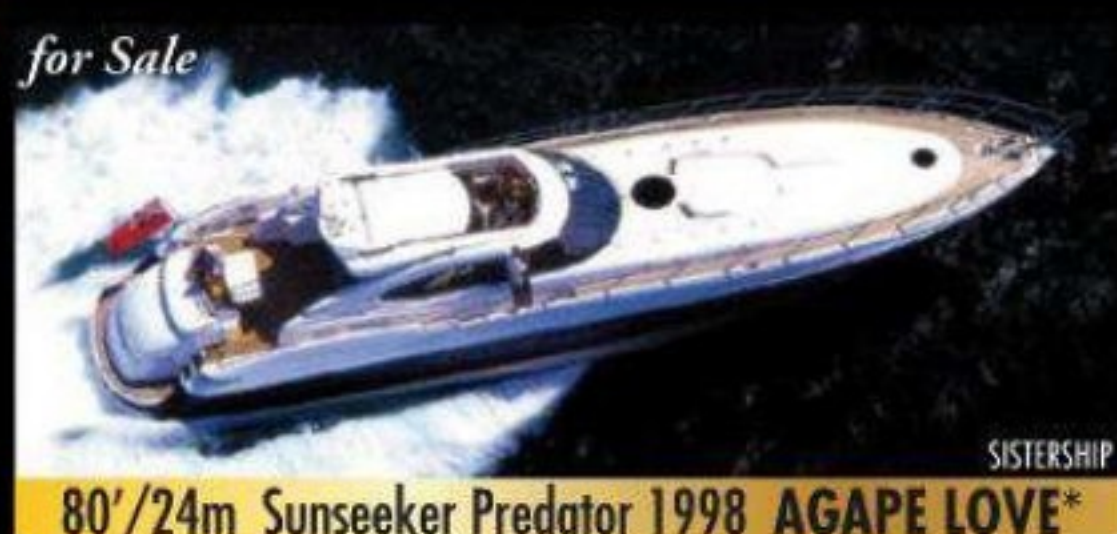
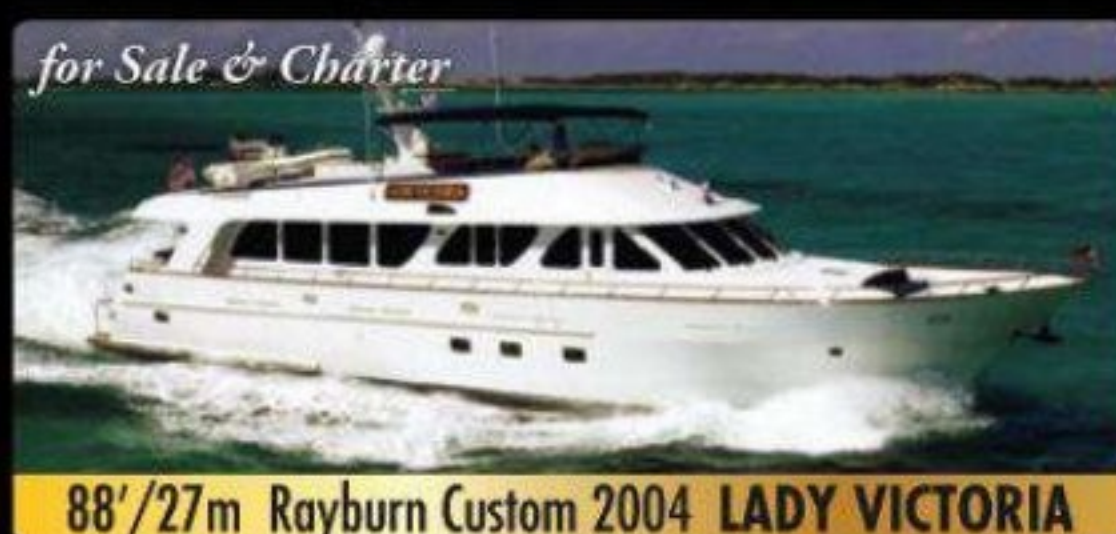
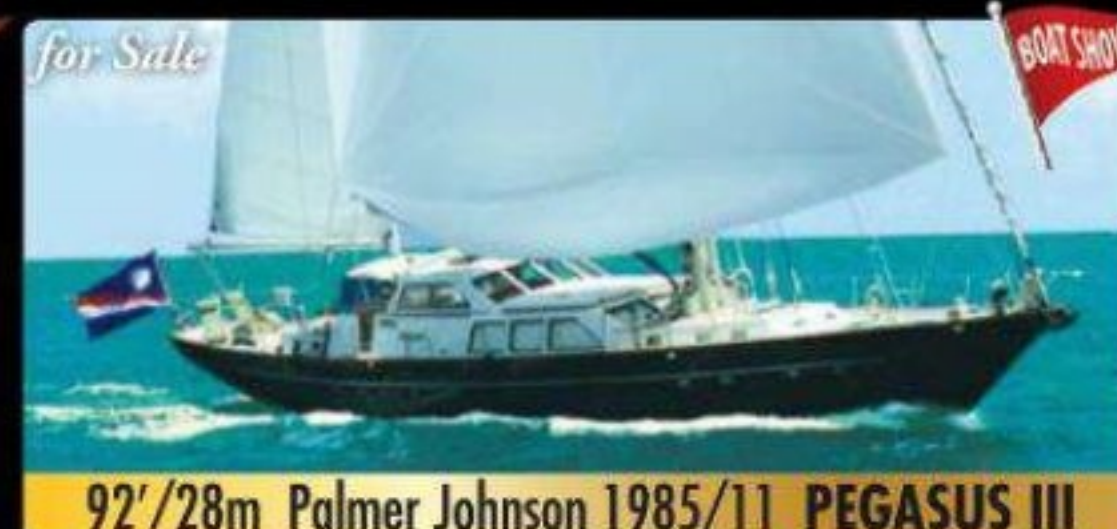
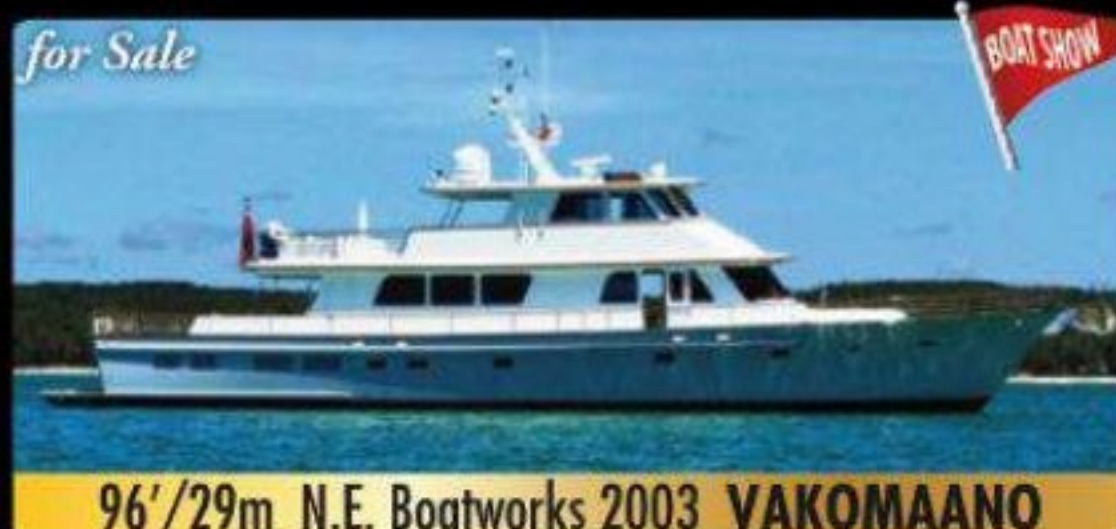
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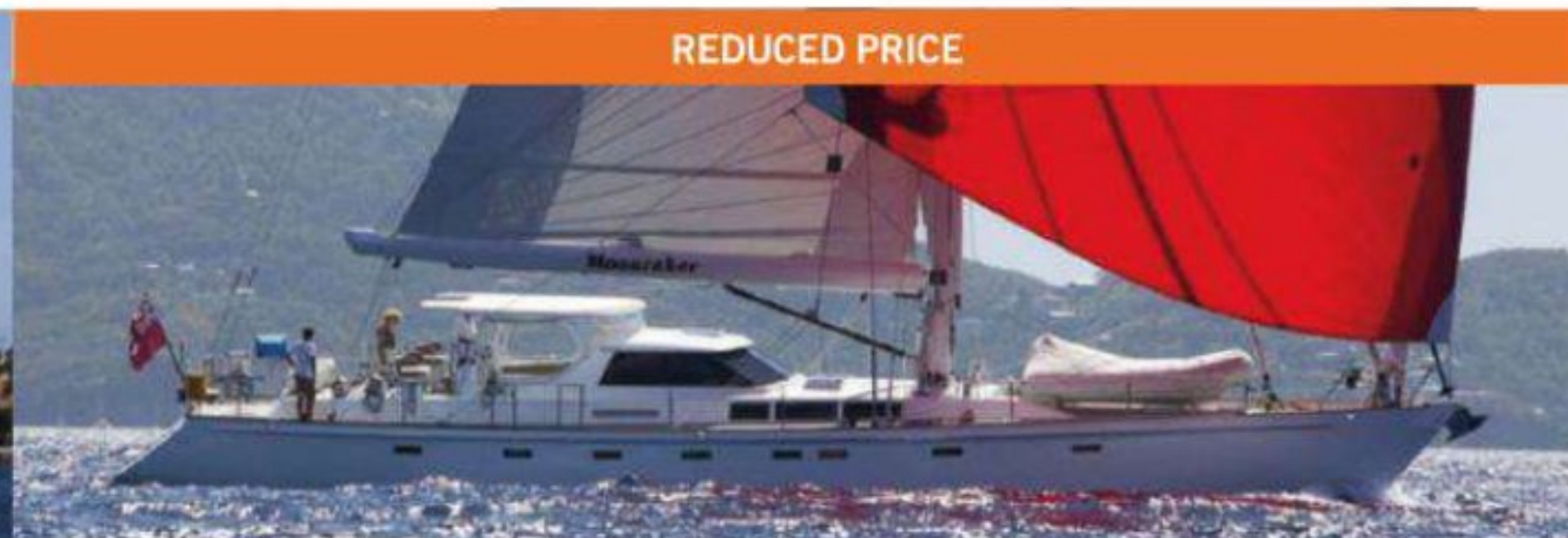
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SETE MARES 60' (18m) :: Yapluka :: 2002 :: \$1,295,000
Bill Titus :: Newport :: +1 401 935 3058 :: bill.titus@northropandjohnson.com



102ft "MOONBEAM OF FIFE III" 1903. The story of the Moonbeams began in 1858 with Moonbeam I & II. In 1902 Charles Plumtree Johnson, an eminent London lawyer, decided to go back to William Fife for the creation of his 3rd yacht taking into account his navigation projects as he wanted to race under the new RORC tonnage which included sailing ships with fitted-out interiors. Moonbeam III was launched in 1903, hull n° 491 to leave the Fife yard. The result was a magnificent yacht which has now become one of the most successful classic yachts in the world. Her streamlined shape and large sail surface area both make for an extremely elegant and unique yacht.



258ft Steam Ship "SS DELPHINE"

DELPHINE is an exceptional ship built in 1921 and totally rebuilt between 1997 and 2003, thanks to her passionate owners, into a modern super yacht keeping her unique classic character.

DELPHINE has some incredible history having been placed into US naval service during World War II, then used as a training ship for 18 years until 1997 when she was bought by her current owner who spent nearly six years rebuilding her.

She was re-christened in September of 2003. DELPHINE is now one of the most unique and exceptional private yachts in the Mediterranean fleet and worldwide. In 2004 she received the annual showboats award for best refit.

Although she has kept her 2 incredible steam engines, she is now equipped with all the modern technology equipment and boasts a very luxurious and comfortable interior. She can accommodate up to 26 guests.



80' Power Catamaran "SONG SAIGON"

2008. An exceptional ocean passage aluminium motor catamaran.

Designed by Joubert Nivel, she has a 3 300 NM range and accommodates up to 9 guests plus 2 crew in 5 cabins.

The space on her main and upper decks is just huge.



Morgan 70 "MATHIGO"

2007. Kevlar composite built from a Tom Fexas design, she is a true gentleman's yacht with a special classic touch inspired from the lobster boats in Maine. She is fast and seaworthy, extremely comfortable and luxurious. She is like new having been used only one summer and stored indoors since.



Swan 60/65 "EARLY PURPLE"

2002. Designed by German Frers and built by Nautor Swan. Since 2006 Early Purple has been in the same private ownership, with the same skipper to this day. She has been maintained to meticulously high standards, and looks immaculate. She is totally MCA compliant. Carbon fibre rig with Park Avenue style boom.



60' "OURSON RAPIDE"

2009. Fantastic fast sloop designed by Finot Conq. All composite built by Multiplast with a futuristic design inspired by the 60ft Open boats, she boasts a very nice interior with 3 guest cabins & crew. She is extremely well equipped with some of the features that are usually found on racing machines, for example a carbon pivoting wing mast. Not only is she incredibly fast, she is also suited for shorthanded long distance crossings.

Monaco

Tel +33 609 01 97 84

Philippe Monnet

monaco@bernard-gallay.com

Palma de Mallorca

Tel +34 619 05 64 19

Jean-Yves Candlot

palma@bernard-gallay.com

Moscow

Tel +7 910 477 09 70

Oscar Konyukhov

russia@bernard-gallay.com



110ft "AVENTURA"

2006. Ted Fontaine design built by Danish Yacht & Holland Jachtbouw. This magnificent centre board sloop is a true world cruising yacht where safety and comfort have been a priority. Beauty, flexibility and ease followed suit.

In true Fontaine style, she provides the owner with classic beauty married to modern technology. The centreboard gives access in coastal waters. The push-button rig and fold-down stern ease the interface between wind and water.

The flow of the yacht with three entrance/exits, an on-deck saloon and a raised interior saloon, plus 4 staterooms aft for owner and guests offer the maximum living potential for a yacht that can be handled by only four crew.



84ft Fitzroy Yachts "NEPTUNE"

2004. Aluminium built from a Judel/Vrolijk design. The spacious accommodation includes a three-guest cabin layout aft, all with private en suite heads.

The two forward crew cabins also have separate heads. The generous main saloon includes a comfortable dining area and lounge. The deckhouse incorporates an additional dining area, chart table and inside steering station.



100ft Aluminium Sloop "SUSANNE AF STOCKHOLM"

1990. Gilles Vaton designed. Totally reconditioned in 2008 into a modern, comfortable, seaworthy and performing centerboard sailing yacht with a brand new stylish interior. She has a terrific potential for private cruising and / or for charter.



90ft Fast Sloop "QUINTA SANTA MARIA"

2002. A very nice, fast cruising sloop. She has been specially designed for her current owner who is an experienced yachtsman and who has exclusively used her for family cruising and a few Mediterranean cruising racing events. She has been kept in great condition by the same captain since launched.

Hong Kong

Tel +852 9549 5135
Thierry Barot
asia@bernard-gallay.com

Grenada

Tel +1 473 439 44 95
Richard Szyjan
grenada@bernard-gallay.com

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Builder : WESTPORT
Build / Refit : 2003 / 2010-2011
LOA : 39,01 / 130"
Beam : 7,77
Draft : 2,00
Hull material : Fiberglass
Engines : 2 x 2735 HP - MTU/DDC 12V 4000
Yacht equiped for use 220/110 volts

Maximum speed 28 Knt
Cruising speed 24 Knt
Cruising Range (with 10% reserve)
12 Knt 3450 NM
15 Knt 2150 NM
18 Knt 1450 NM

Cabins Guest : 5 - Cabin Crew : 4

Tender & Toys
2 x Jetski Bombardier Sea Doo GTX 4-TEC
1 x Novurania semi-rigid Tender, 17 530 - 2003
1 x 115 HP Yamaha 4 stroke Outboard Motor
1 x Mini Propeller Sea Doo's
HOT TUB 2 x 11 KW heater refitted

\$ 11.900.000 ex vat

Offers and part exange considered

LOCATION : South of France
Rental mooring available

Contact : Bart van den Heuvel - +33 (0)6 14 34 81 25 - bart@homeport.fr

www.wesport-yeratel.com

PRICE REDUCTION



JANA 46.30m (151.11 ft)
Feadship | 1986 | Maldives | USD 9,950,000

PRICE REDUCTION



STELLA 34.53m (113.3ft)
Sunseeker Predator | 2011 | Genoa, Italy | GBP 9,950,000

VAT PAID



ALSO FOR CHARTER

BLUE SCORPION 53m (173.11 ft)
Baglietto | 2006 | Viareggio | EUR 23,500,000 VAT Paid



BELLA BRI 46m (151 ft)
Northern Marine | 2008 | Ft. Lauderdale, FL | USD 21,500,000



ALSO FOR CHARTER

ARIETE PRIMO 44.10m (144.8 ft)
Richard Dunston | 1967 / 2006 | Genoa, Italy | EUR 19,000,000

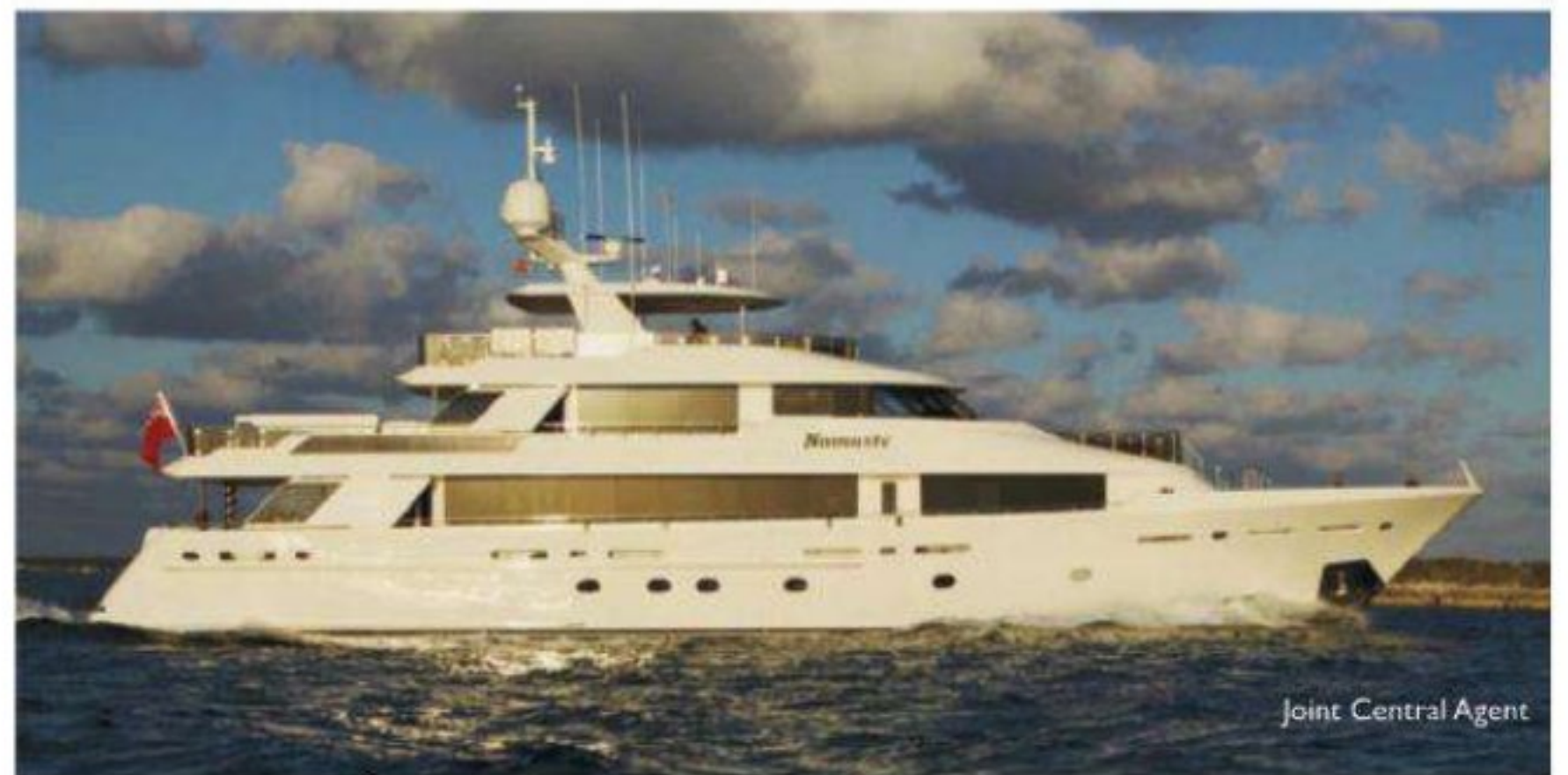


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DEEP BLUE II 43.80m (143.7 ft)
Oceanco | 1996 / 2008 | Bahamas | USD 15,900,000



SOPHIE BLUE 41m (134.6 ft)
CBI Navi | 1998 | Nice, France | EUR 6,900,000



Joint Central Agent

NAMASTE 40m (130 ft)
Westport | 2011 Model | Ft. Lauderdale, FL | USD 18,495,000



MUSTANG SALLY 39.60m (130 ft)
Westport | 2009 | Ft. Lauderdale, FL | USD 18,450,000



AWESOME 39.60m (130 ft)
Mangusta | 2005 | Monaco | EUR 12,800,000

**SALES & PURCHASE
CHARTER
NEW CONSTRUCTION**



NORTHCOAST 125 38.30m (125.6 ft)
Northcoast Yachts | 2011 | Ft. Lauderdale, FL | USD 15,499,000



MOONRAKER 36.60m (130 ft)
Norship | 1992 / 2008 | Ft. Lauderdale, FL | EUR 7,900,000



FOREVER MY AGATA 33m (108 ft)
Mangusta | 2002 | West Med | EUR 7,500,000



ANTIBES 32m (105 ft)
Ustaoglu / Dubois | 2010 | Kusadasi, Turkey | EUR 4,450,000



CAROBELLE 30.50m (100 ft)
Azimut Jumbo | 2000 | Ft. Lauderdale, FL | USD 2,950,000



NATALITA III 30.50m (100 ft)
Azimut Jumbo | 1996 | Cayman Islands | USD 1,995,000



ZAKOUSKA 26.50m (86.9 ft)
Warren Yachts | 2006 | West Palm Beach, FL | USD 4,495,000



EL NASSOL 23.96m (78.6ft)
Arno | 2005 | Bahrain | EUR 2,000,000



zefira

Length 49.7m (163')
Launched 2010
Builder Fitzroy Yachts

Designer Dubois Naval Architects
Guest Staterooms 4

Winner of numerous accolades including the 2011 World Superyacht Awards 'Sailing Yacht of the Year', this fabulous yacht will be in St. Barth's this winter and available for inspection.

For full details please contact Toby Walker at Dubois Yachts.

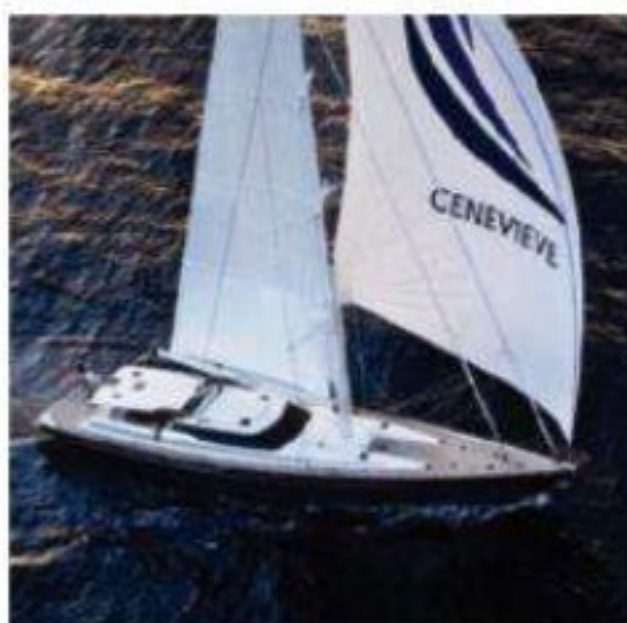
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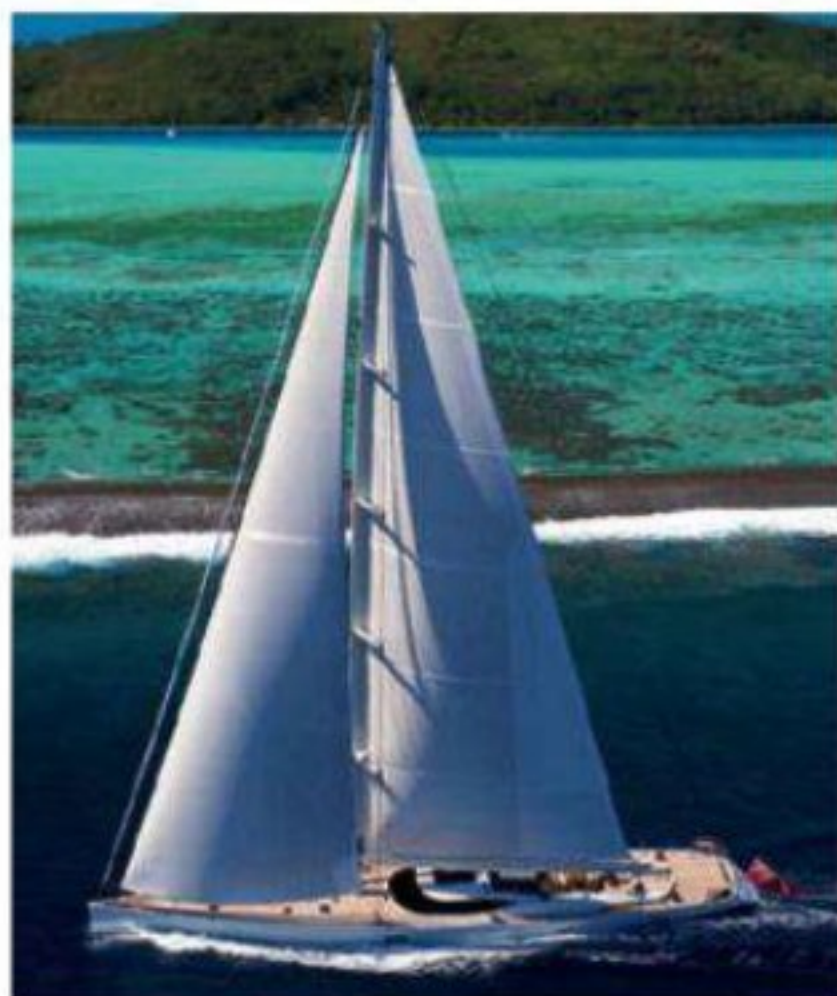
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Dubois in the Caribbean



DUBOIS

BROKERAGE SELECTION

CENTRAL AGENT



LEOPARD 46

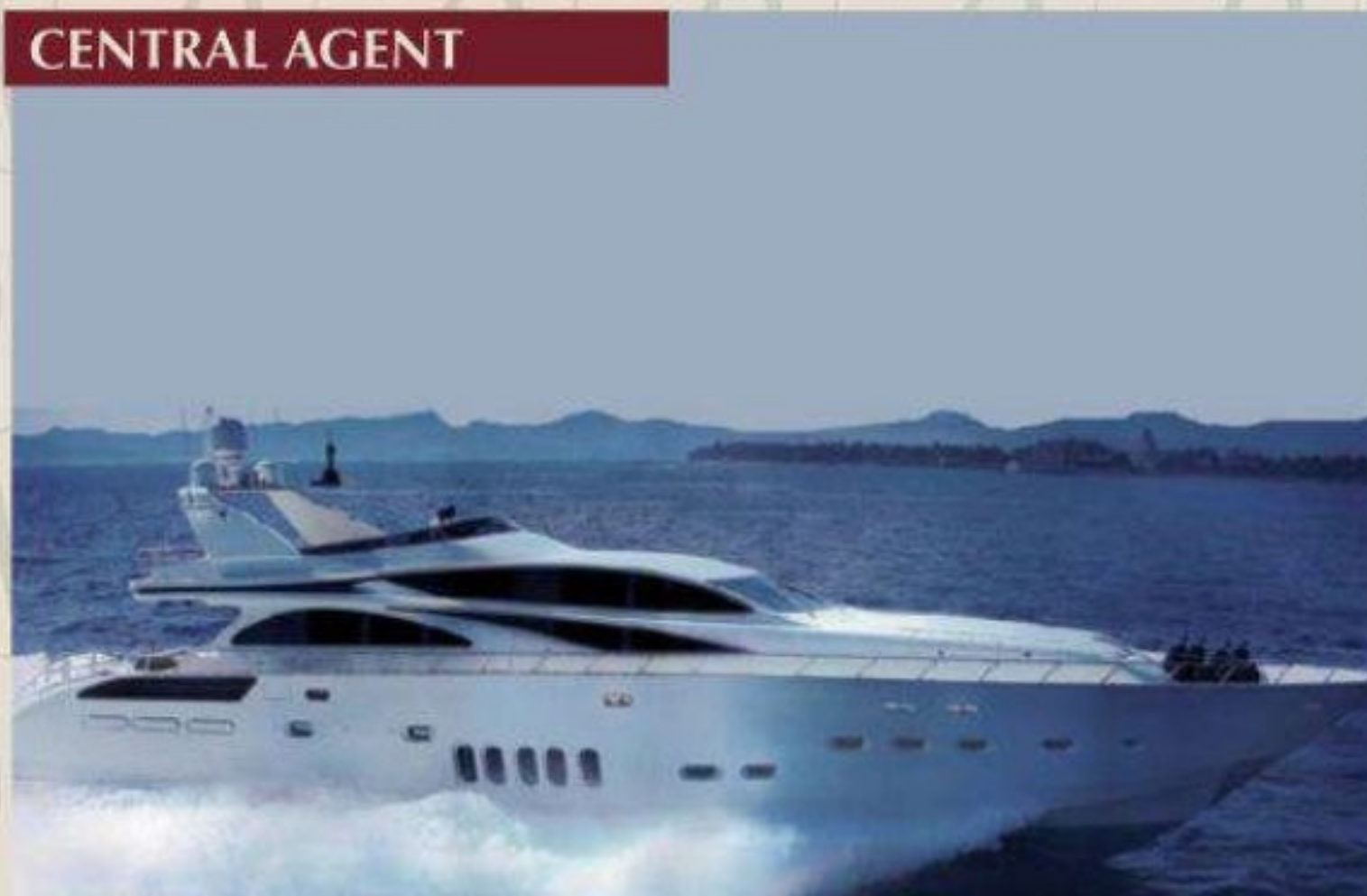
Central Agent for hull n.4 with delivery in 12 months
availability of new construction with immediate delivery,
5 cabins.



BAGLIETTO 34 HT

2007 - 2 X 2.736 MTU - 50 engine hours - 4 cabins
Private negotiation - Very Interesting Price.

CENTRAL AGENT



LEOPARD 32

2005 - 4 cabins - 3 x 2.000 MTU Kamewa Jet
700 h approx - Immediate delivery.

Asking price Euro 2.370.000,00.



OWNER'S AGENT

MANGUSTA 105'

- 2007: 2 x 2.400 MTU - very good condition
- 2004: 2 x 2.285 MTU - very good condition

CENTRAL AGENT



ADMIRAL 31

2002 - 2 x 2.350 MTU
4 cabins - Perfect condition.

Asking price Euro 3.400.000,00 (negotiable)

CENTRAL AGENT



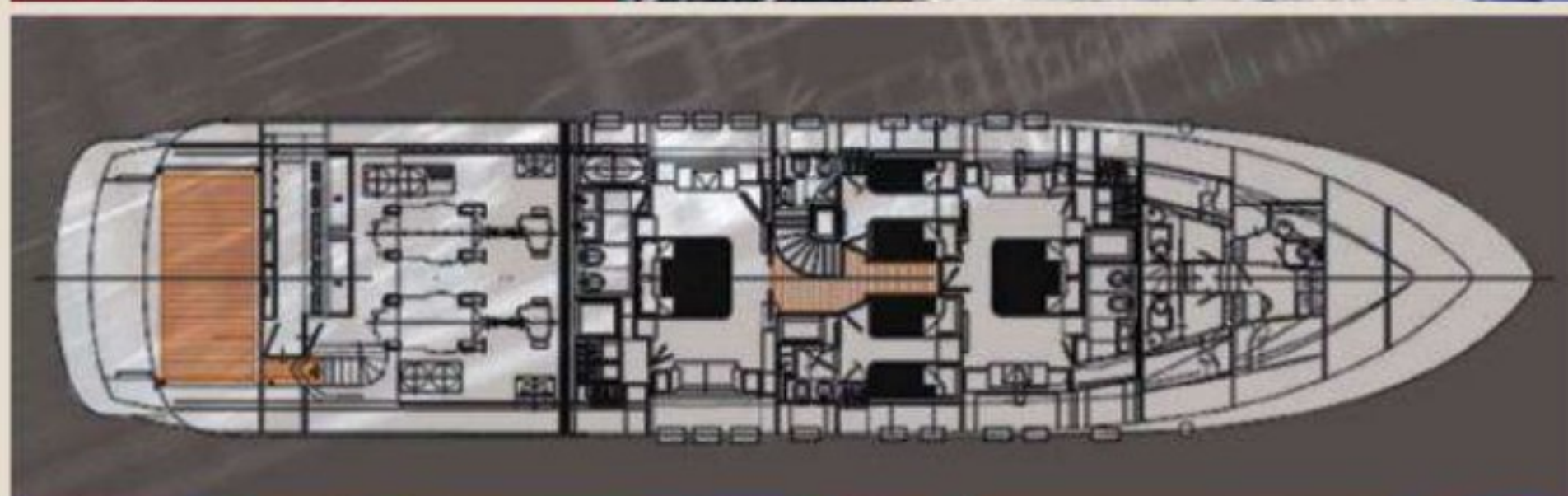
FALCON 90'

2008 - 4 cabins - 2 x 2.000 MTU
Stabilizing system Zero Speed - Very good condition.

Euro 2.000.000,00 VAT EX

AKHIR 108' CHARTER SEASON 2012

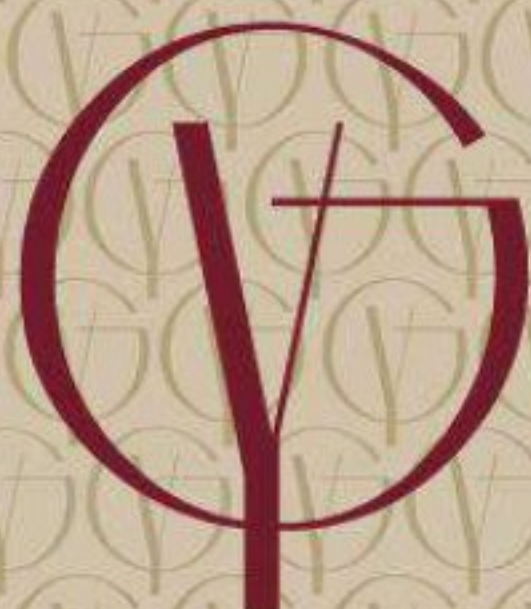
Good discounts for early bookings



2009 - 4/5 cabins - 4/5 crew - 28 knots
STABILIZING SYSTEM ZERO SPEED
Lying in North Tyrrhenian Sea Cruising
Area: Mediterranean Sea



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DELIVERY APRIL 2012



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Zero-speed stabilisers
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Hydraulic and swimming platform

ASKING: EUR 9,500,000

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NORTHERN STAR

248 Ft. (75.6m) Lürssen 2009

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WORLDWIDE CENTRAL AGENTS

KISMET 223 Ft. (68m) Lürssen 2007

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FOR
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LADY KATHRYN V 200 Ft. (60m) Lürssen 2011

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UNBRIDLED 191 Ft. (58.2m) Trinity 2009

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IROQUOIS 164 Ft. (50m) Feadship

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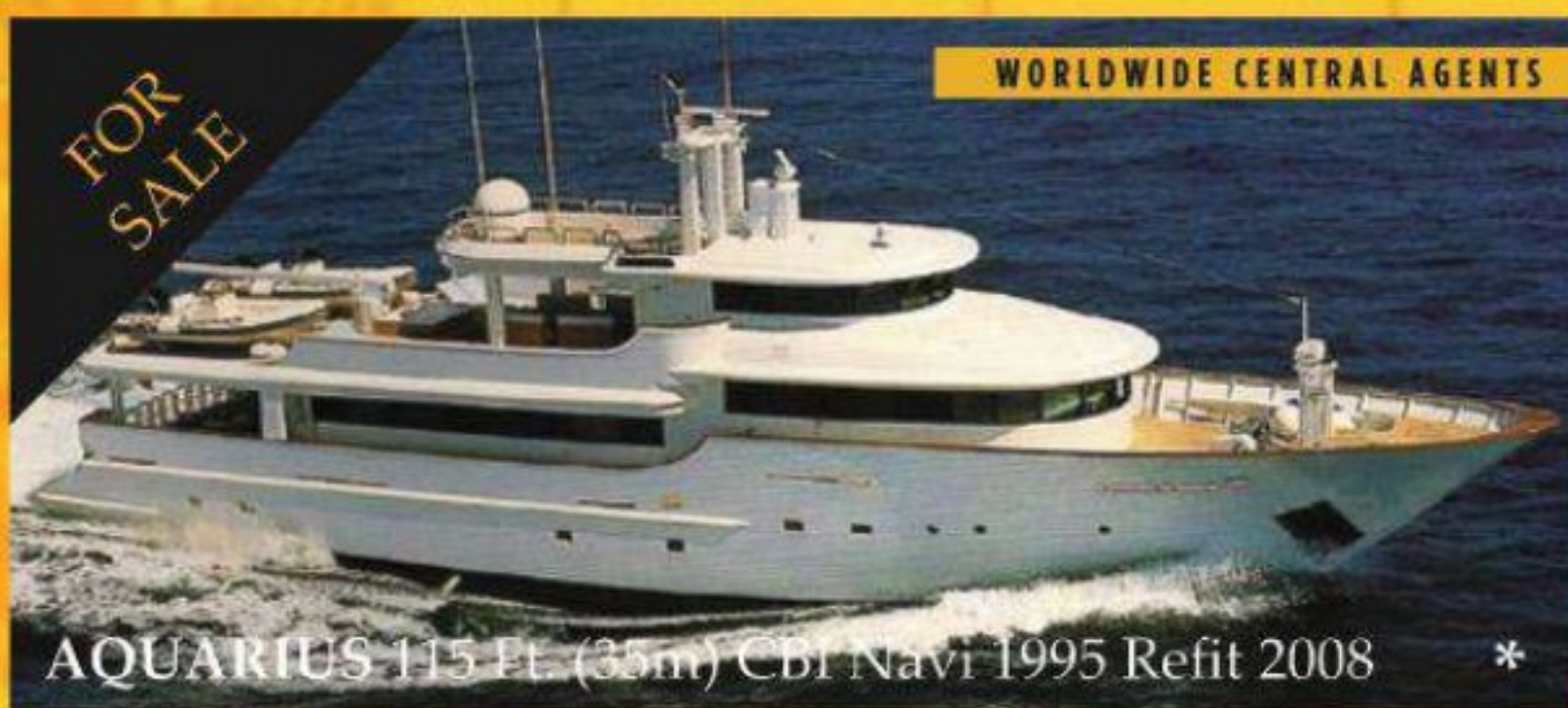
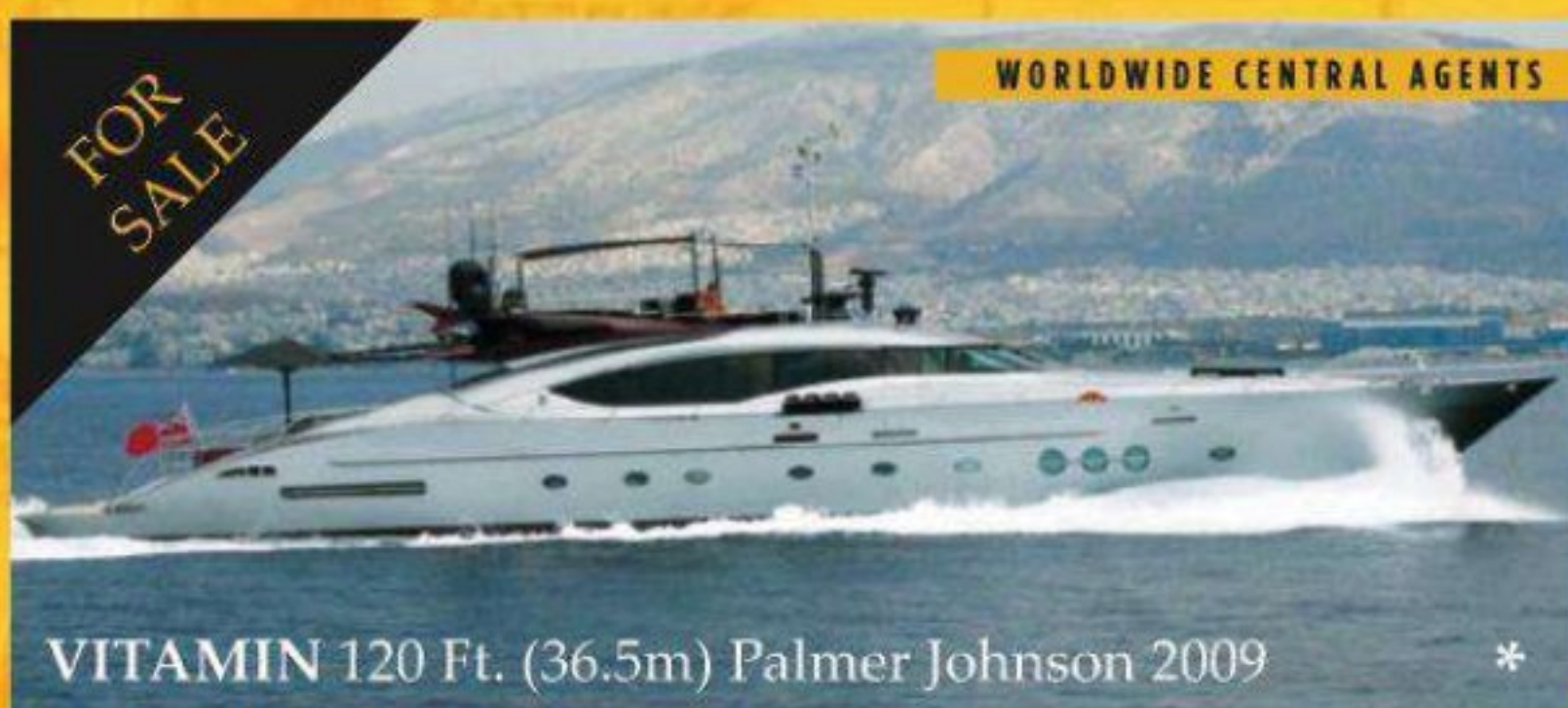
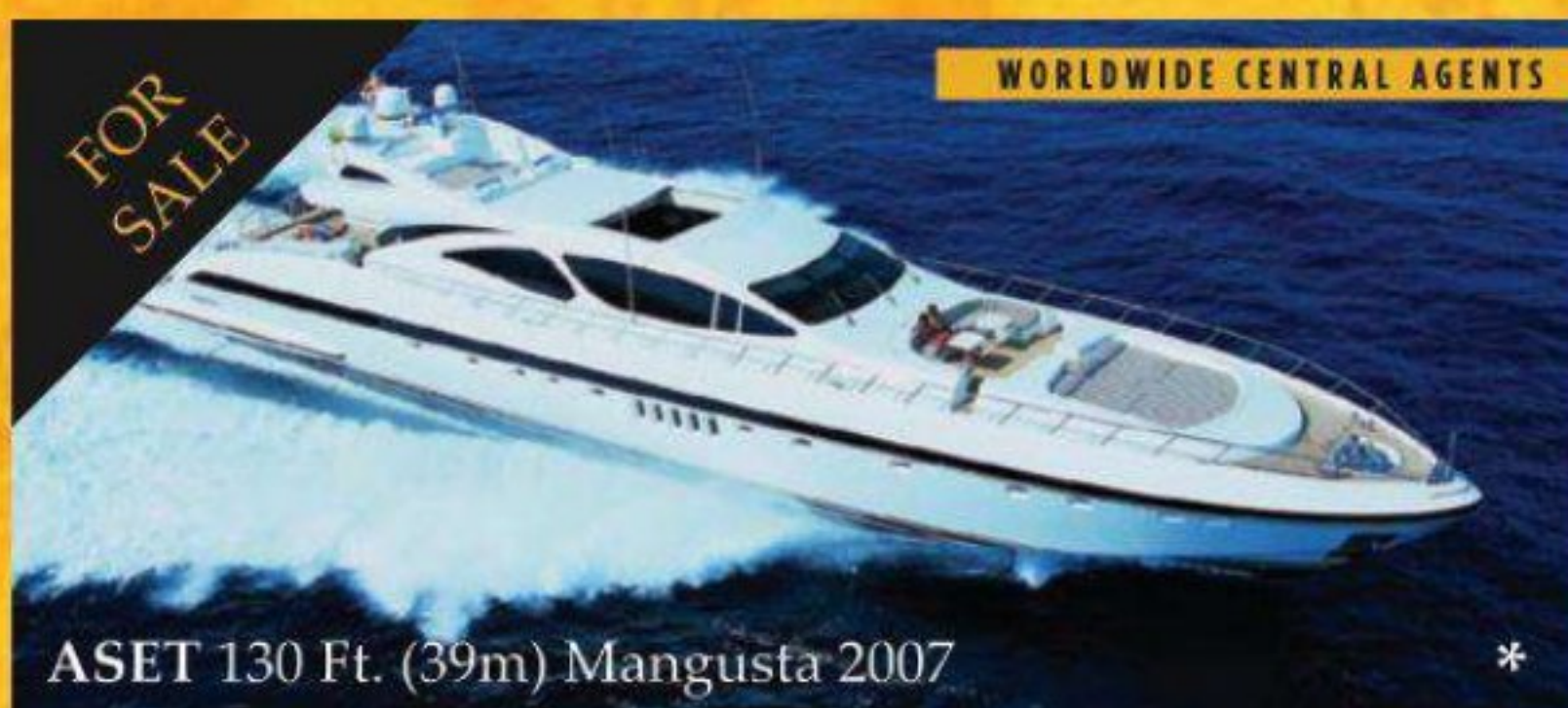
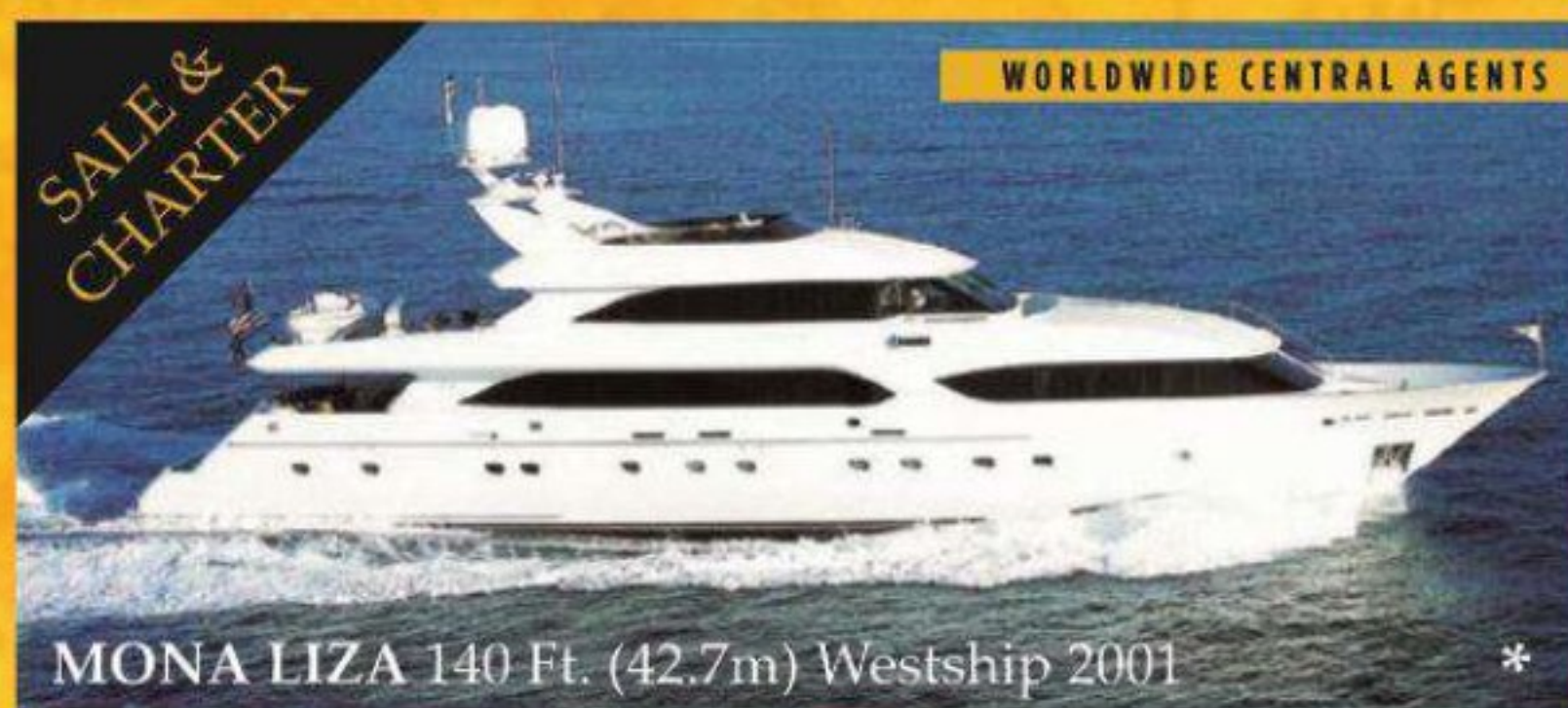
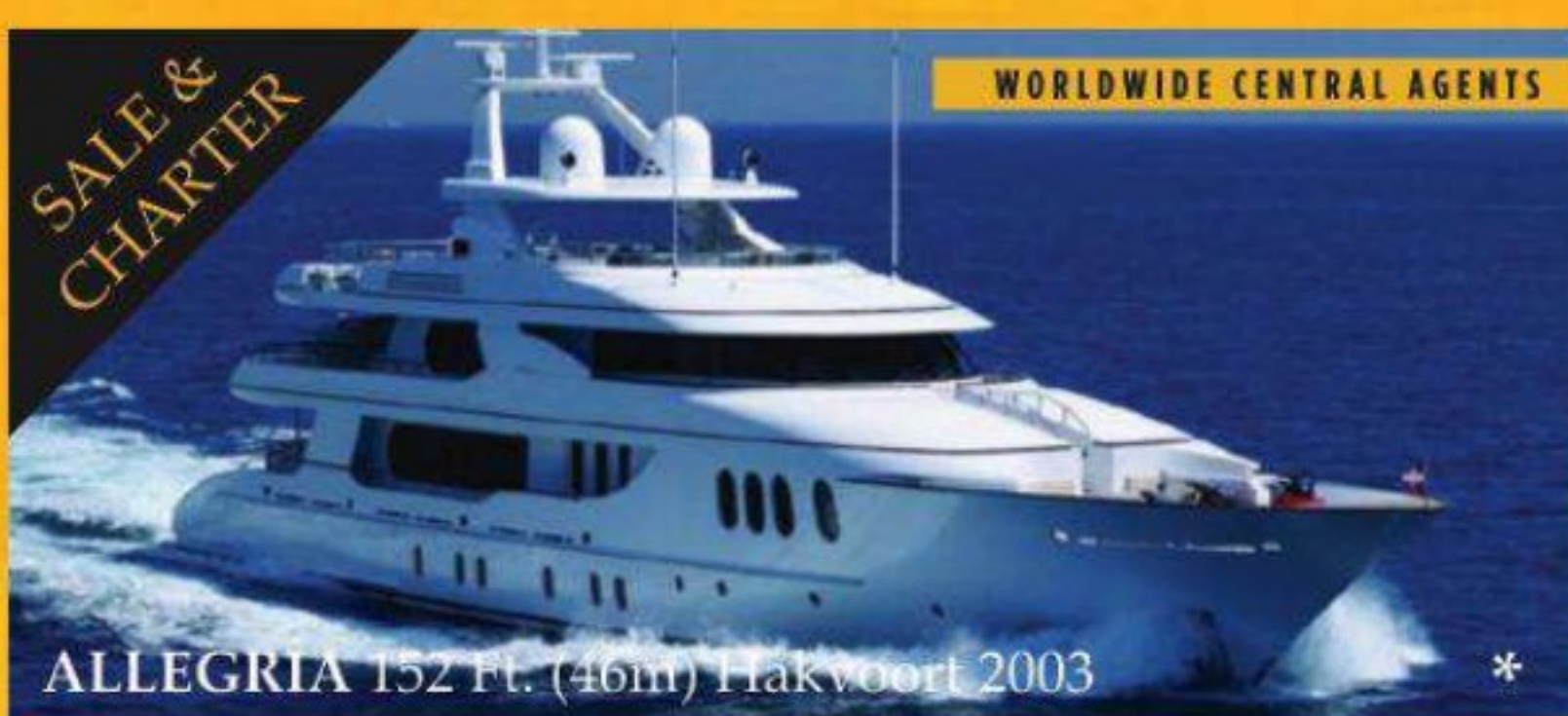
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£2,995,000 TAX PAID

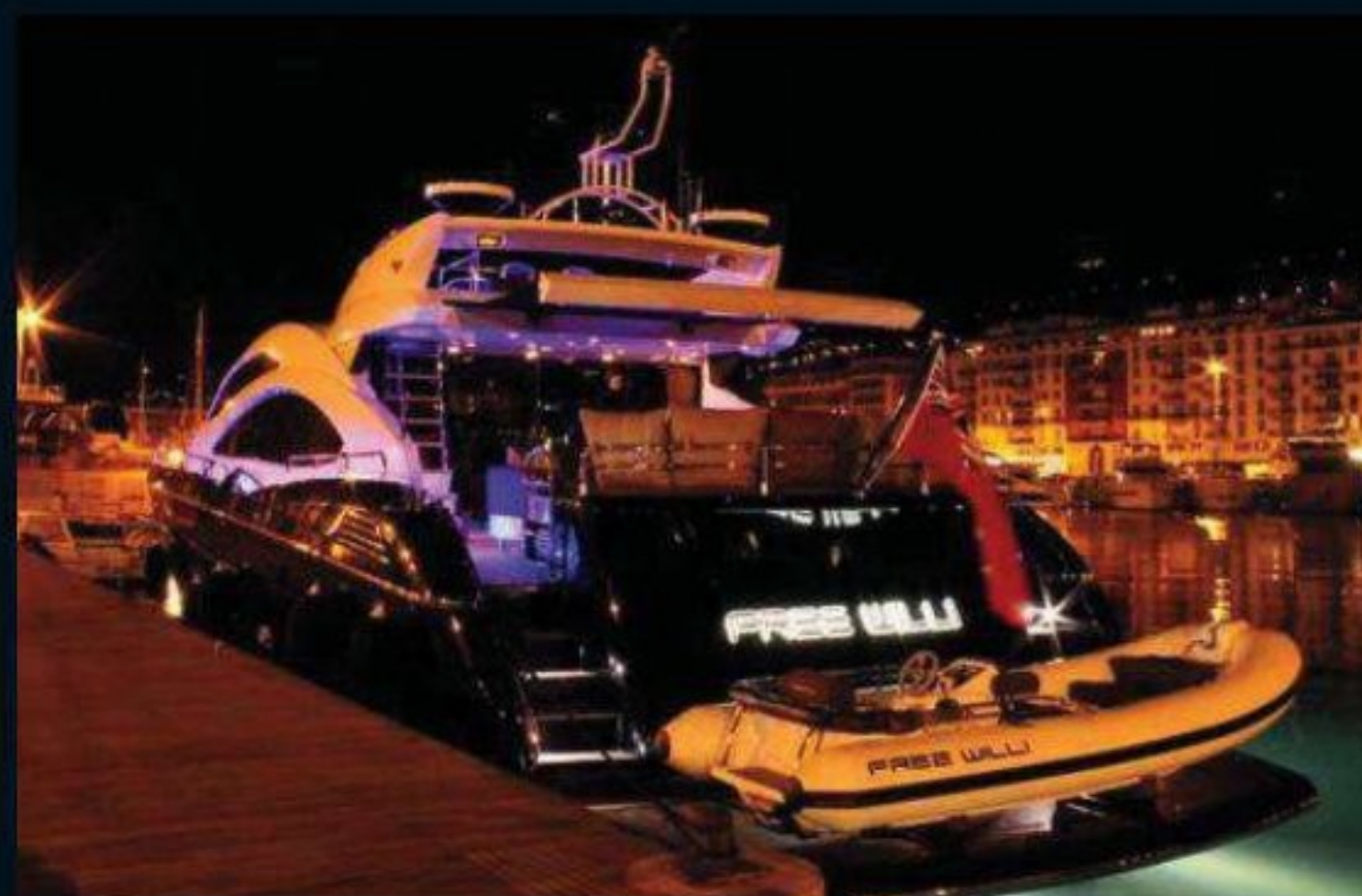
Engines 2 x MTU 16V 2000 M93



SUNSEEKER PREDATOR 130 2010

£10,950,000 EX TAX

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Contact Broker: Frederic Hestin - +33 (0) 6 08 69 06 64 - frederic.hestin@sunseeker.fr



SUNSEEKER PREDATOR 74 2010
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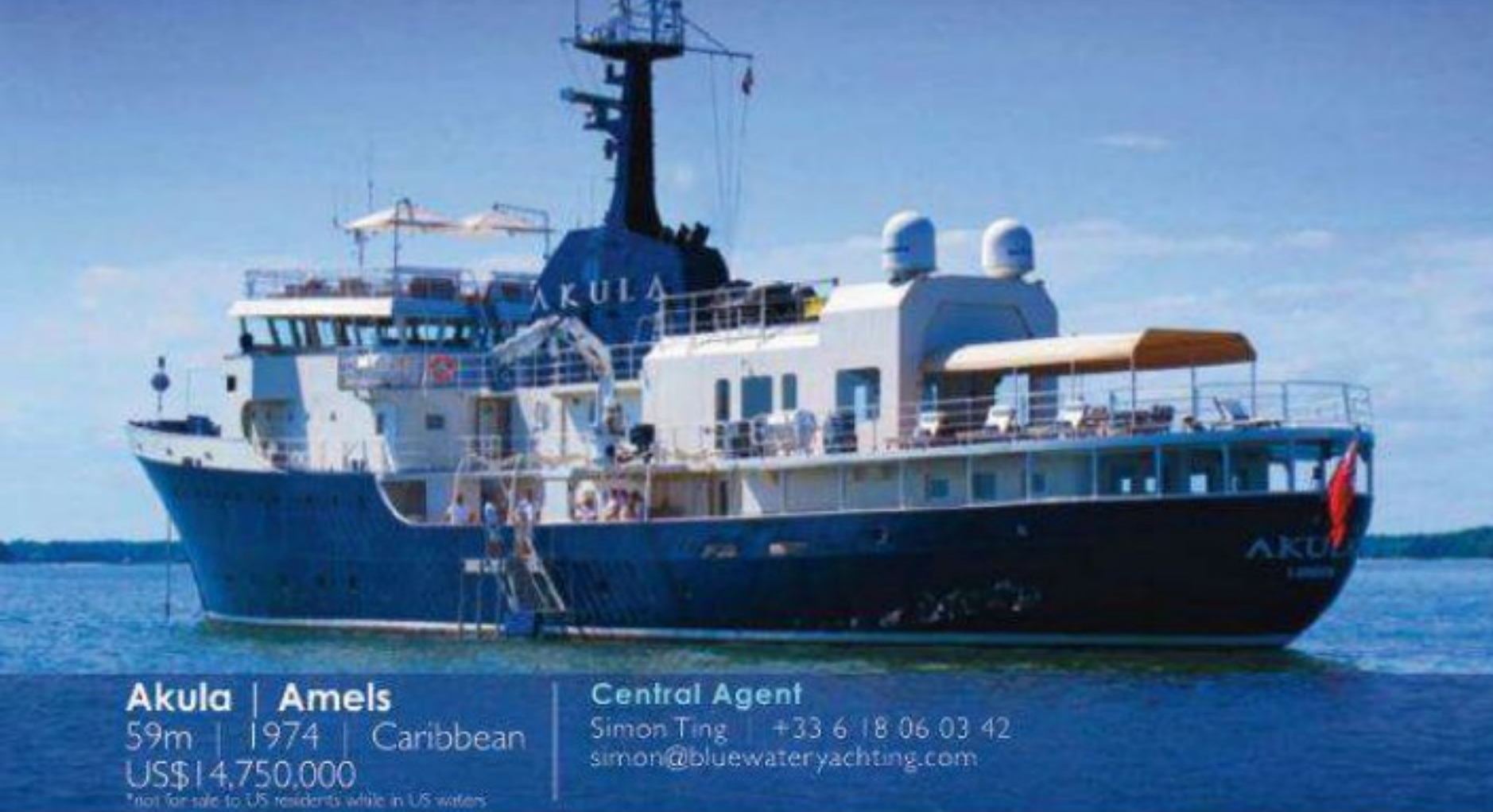


SUNSEEKER MANHATTAN 70 2011
£1,650,000 EX TAX

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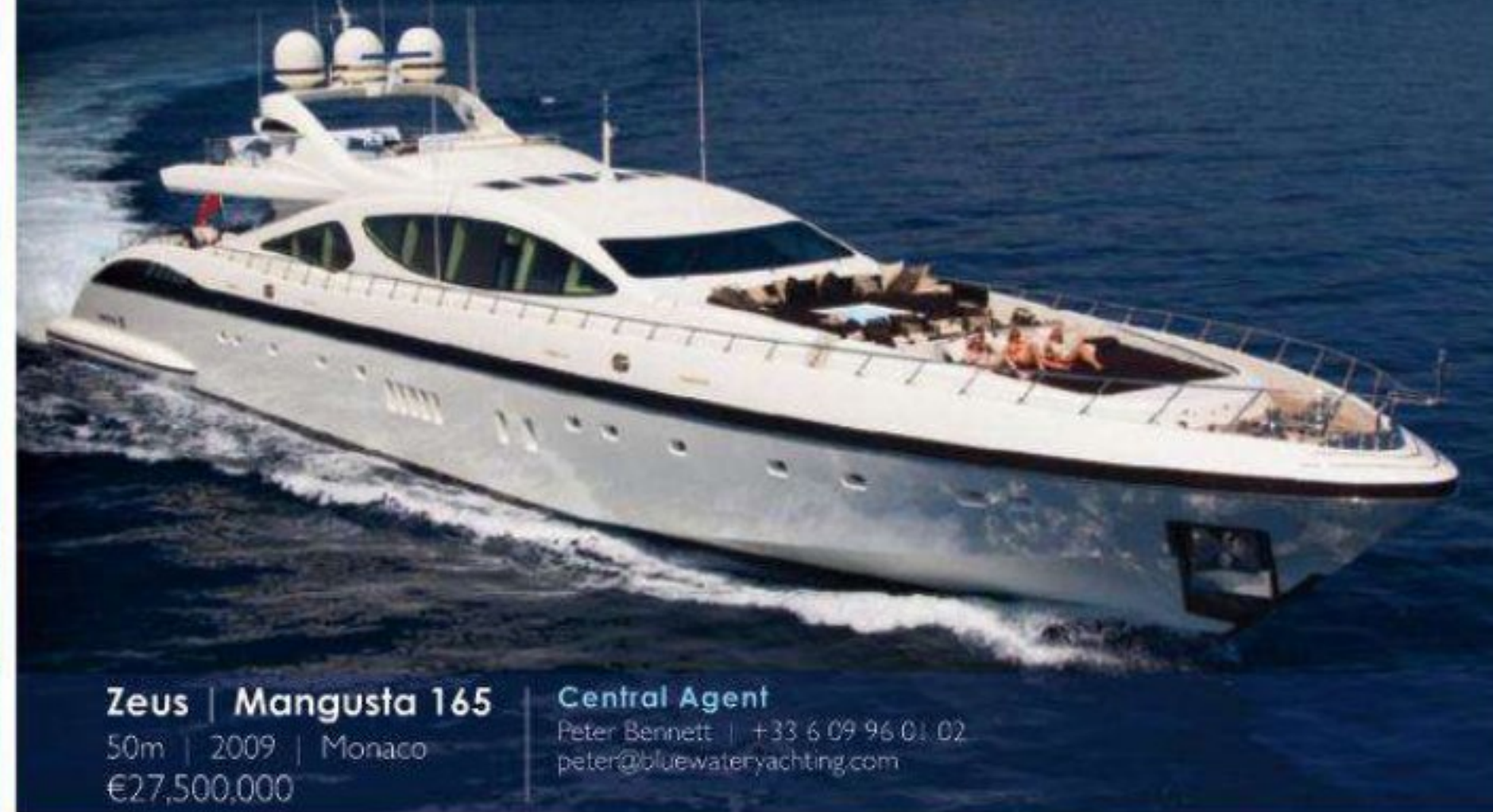
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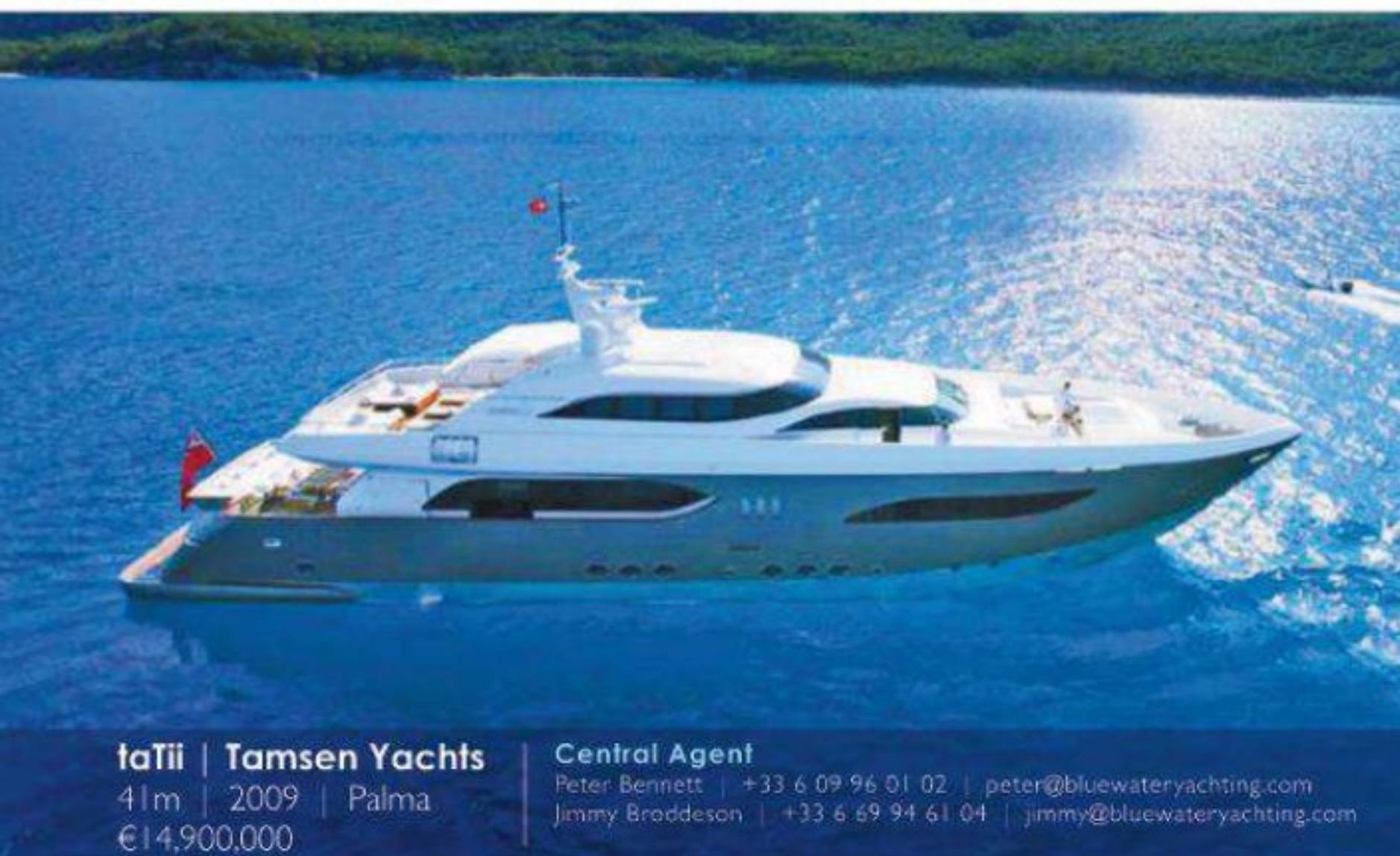
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59m | 1974 | Caribbean
US\$14,750,000
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Zeus | Mangusta 165
50m | 2009 | Monaco
€27,500,000

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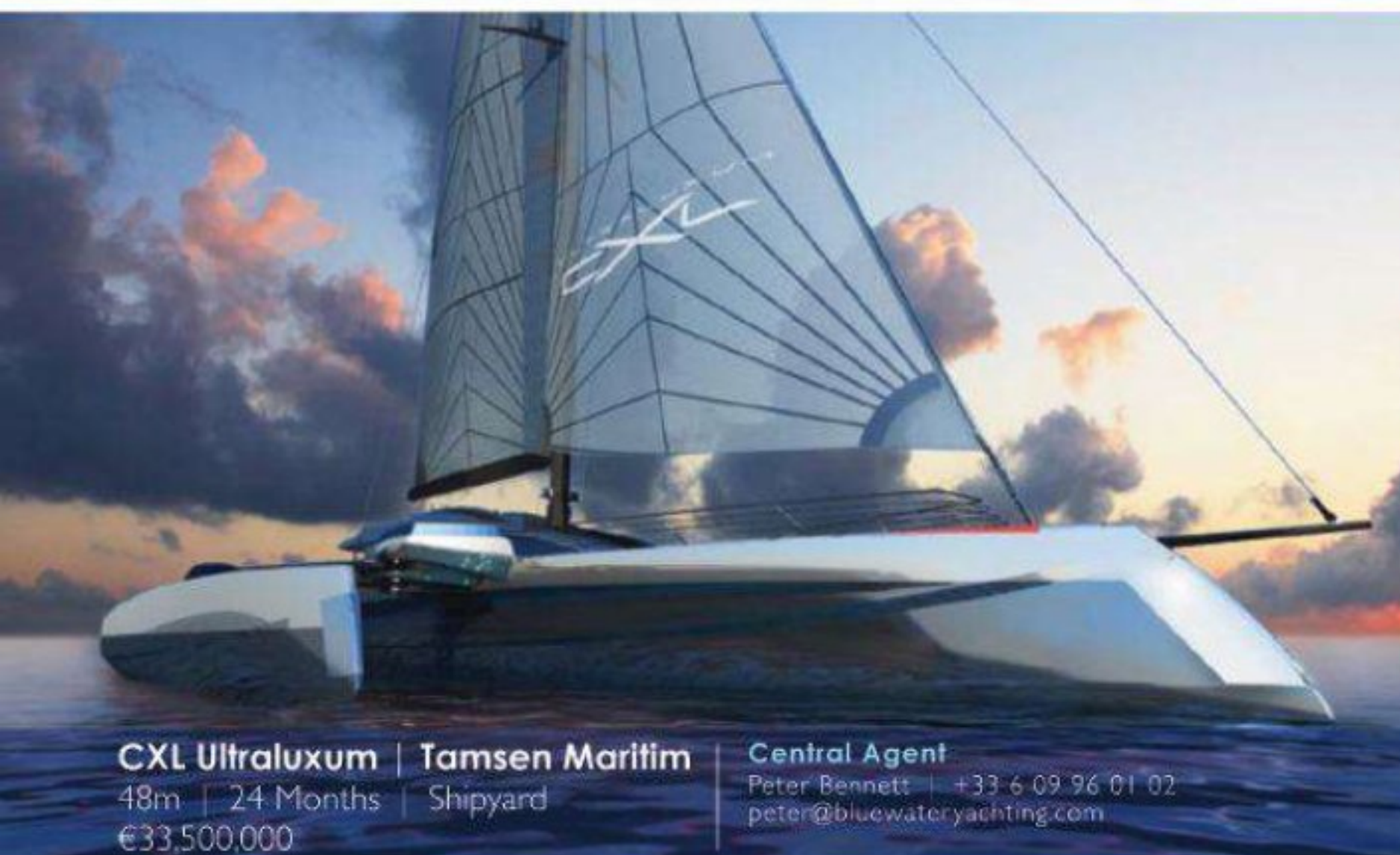
Iati | Tamsen Yachts
41m | 2009 | Palma
€14,900,000

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Jimmy Broddeson | +33 6 69 94 61 04 | jimmy@bluewateryachting.com



Mystic | CMB Yachts
46m | 2010 | Turkey
€15,995,000

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CXL Ultraluxum | Tamsen Maritim
48m | 24 Months | Shipyard
€33,500,000

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Les | Mangusta
33m | 2007 | France
€6,500,000

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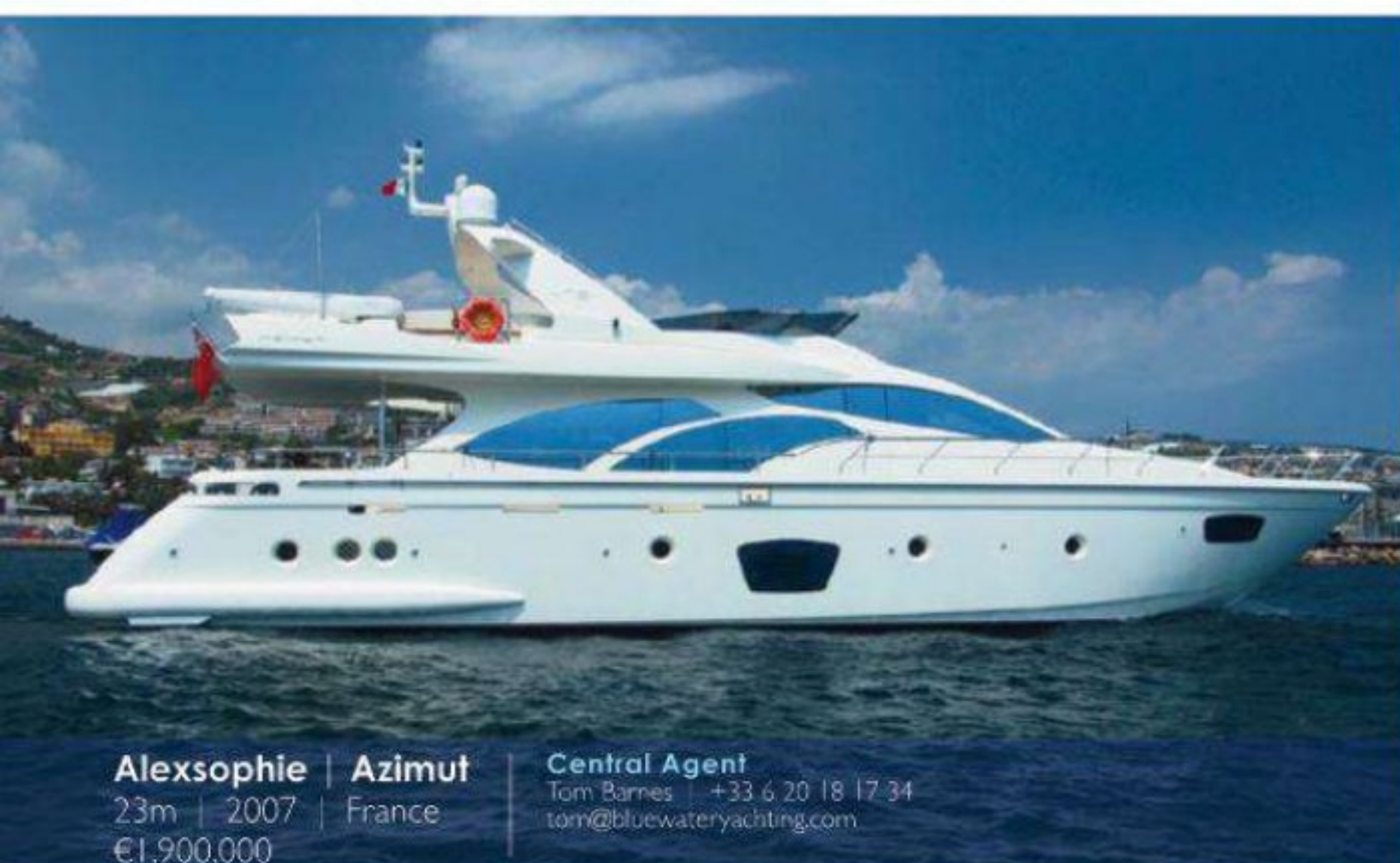
Little Jems | Leopard
26m | 2004 | France
€1,950,000

Central Agent
Tom Barnes | +33 6 20 18 17 34
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Adam | Azimut
20m | 2008 | France
€1,250,000

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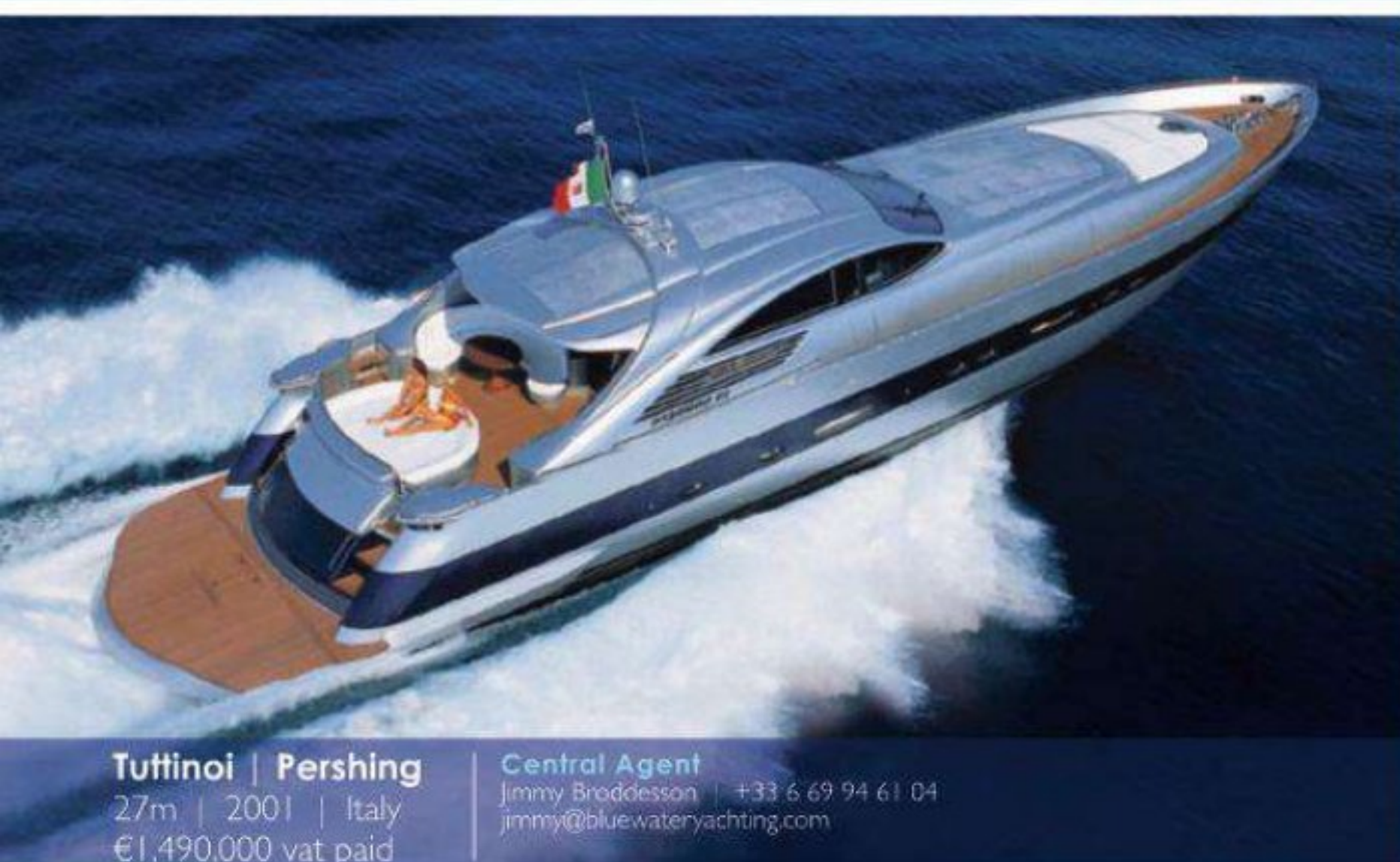
Alexsophie | Azimut
23m | 2007 | France
€1,900,000

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tom@bluewateryachting.com



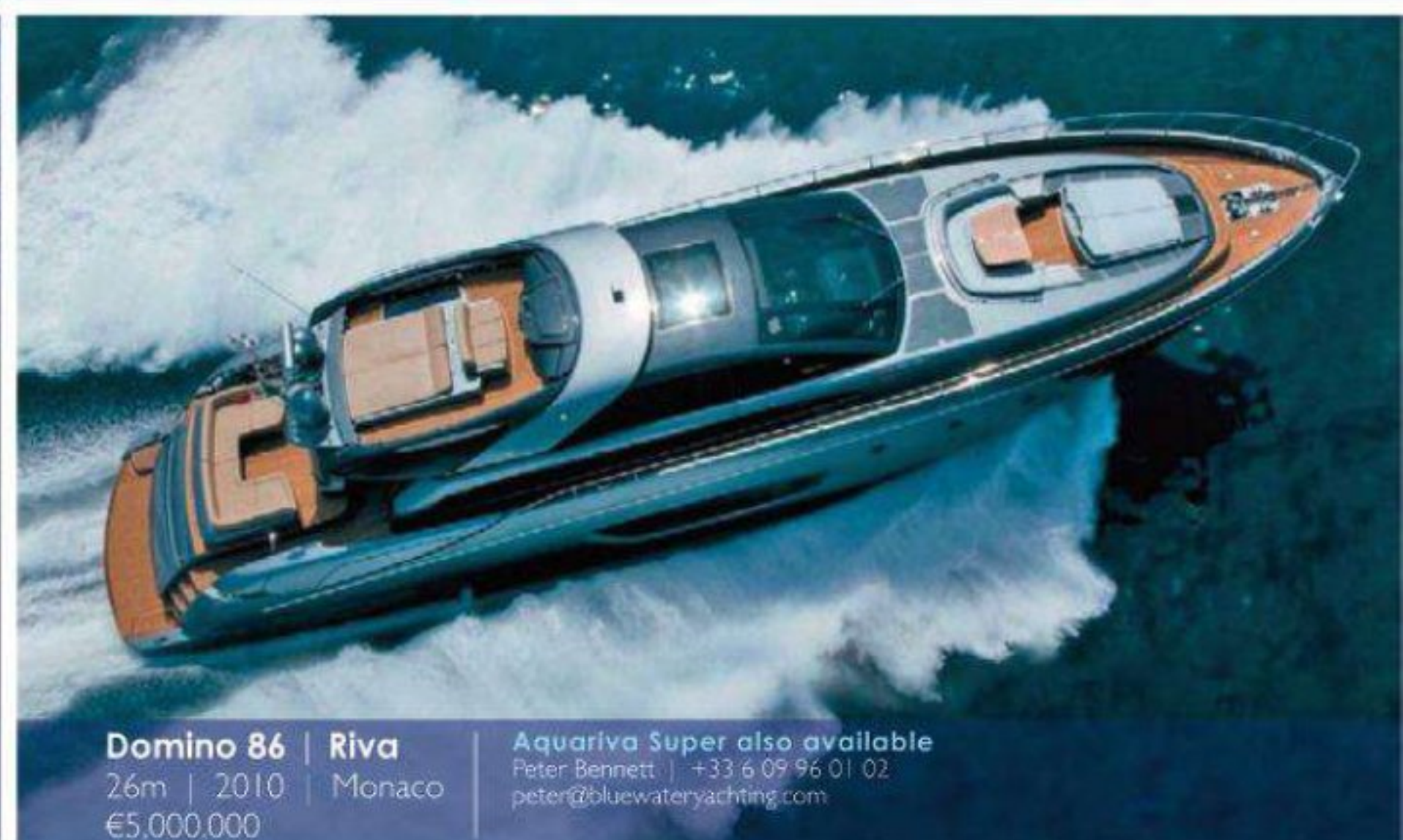
Callaloo | Mangusta
25m | 2003 | France
€975,000

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Tom Barnes | +33 6 20 18 17 34
tom@bluewateryachting.com



Tuttinoi | Pershing
27m | 2001 | Italy
€1,490,000 vat paid

Central Agent
Jimmy Broddesson | +33 6 69 94 61 04
jimmy@bluewateryachting.com



Domino 86 | Riva
26m | 2010 | Monaco
€5,000,000

Aquariva Super also available
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New Construction
WESTPORT 164



130' Westport Tri-Deck MY 2007 "CONSTELLATION"
Camm Moore, C.A.



New Construction
WESTPORT 130



114' Hatteras 1994 "LADY MONROE"
Alex Rogers / Chris June, C.A.'s



New Construction
WESTPORT 112



112' Westport RPHMY 2008 "ESTANCIA"
Camm Moore, C.A.



New Construction
WESTPORT 98



112' Westport RPHMY 2007 "STEADFAST"
Alex Rogers, C.A.



New Construction
PACIFIC MARINER 85



106' Westport RPHMY 2004 "DULCINEA"
Mike Williams / John Varga, C.A.'s

WESTPORT

SINCE 1964



103' West Bay 2001
Mark Peck, C.A.



100' Hatteras 2003
John Varga, C.A.



98' Queenship 1993
Mark Peck, C.A.



98' West Bay 1998
Andrew Miles / Bryan Long, C.A.'s



95' Westport RPHMY 2001
Bryan Long, C.A.



90' Hargrave 2005
Bryan Long, C.A.



90' Hatteras SF Conv 1997
Ralph Raulin, C.A.



88' Tarrab CPMY 2002
Andrew Miles, C.A.



85' Broward 1982
Chris June/Alex Rogers, C.A.'s



85' Pacific Mariner 2008
Claude Racine, C.A.



84' Northcoast 2001
Camm Moore, C.A.



80' Lazzara 1998
Mark Peck, C.A.



78' West Bay 2002
Claude Racine, C.A.



75' Hatteras 2001
Alex Rogers, C.A.



75' Sunseeker Manhattan 2006
Ralph Raulin, C.A.

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Sensei



39,00 m - MITSUBISHI - 1992 refit 2007
10 guests in 5 cabins - 7 crew - 2x MITSUBISHI 1100hp

Asking price: **EUR 4 900 000**

(MCA, commercially reg.)

For further information, please contact:

claudio@csyachts.com

Also available for charter



Romachris II



27,14m - ARNO - 2001
8 guests in 4 cabins - 3 crew - 2x MTU 1826hp

Asking price: **EUR 1 290 000**

(Vat Paid, commercially reg.)

For further information, please contact:

claudio@csyachts.com

Also available for charter



Cristal 1



24 m - ARNO - 2002
8 guests in 3 cabins - 2 crew - 2x MTU 1500hp

Asking price: **EUR 1 090 000**

(MCA, Commercially reg.)

For further information, please contact:

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Jr



23,00 m - AICON - 2008
6 guests in 3 cabins - 2 crew - 2x CAT 1550hp

Asking price: **EUR 680 000** (MCA, commercially reg.)
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claude@csoyachts.com
Also available for charter



Maevalflo IV



21,32 m - SUNSEEKER - 2008
8 guests in 4 cabins - 2 crew - 2x MAN 1550hp

Asking price: **EUR 1 700 000**
(MCA, commercially reg.)

For further information, please contact:
claude@csoyachts.com



Kama



20,80 m - VZ YACHTS
8 guests in 4 cabins - 2 crew - 2x MAN 1360hp

Asking price: **EUR 1 950 000**
(MCA, commercially reg.)
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Also available for charter



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Part complete refit, requires new interior

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CHARTER



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139ft/42m Oceanco, Netherlands

A pedigree yacht maintained to the highest standards

Spacious accommodation in 6 cabins and great sundeck

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STAR SAPPHIRE



117' CUSTOM M/Y 2007 Boat Show Special - Reduced from \$8,890,000 to \$6,910,000 Offer valid Feb. 16-20, 2012

This is truly a "5 Star" yacht, RINA Classed and custom built by Bilgin Shipyard.

This luxury yacht is dazzling with a rich decor of classic comfort with elegant accents and features a variety of thin cut Italian granite and hand blown fixtures. Fine leathers and lush fabrics are not only used on custom furniture but also adorn the ceilings and walls. Her high quality finish and attractive detailing make her an owner's dream.

She accommodates 8 guests in 4 staterooms including 2 master suites, one on deck and the second in the lower level with his and hers heads. There is also a fully equipped gym, 3 formal dining areas and bars provide many choices for entertaining guests. The separately accessed crew quarter for 4 also has a galley.

A large garage houses a 19' sports car styled diesel tender, a dive compressor and diving equipment. An inflatable tender is carried on an oversized hydraulic platform. Twin Caterpillar C-32's with 3600hp have an extended Platinum Plus warranty plan and make her capable of reaching 18 knots. Rough seas are no concern as she has stabilizers when underway or at anchor. Designed by her current owners to be lived on-board makes her feel like a second home.

For further details visit www.mystarsapphire.com.

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164' BENETTI SAILING YACHT

Twin CATS, Steel hull & great sailor, Needs major refit
 Reduced \$3 million to \$3.9m, Tremendous value in this boat, Bring Offers ron@ardell.com

Ron Rickard



107' CUSTOM WESTPORT 1990

Gentleman's sport yacht, 3 Staterooms + crew, Large cockpit, Walk-around side decks, Country galley, Bridge deck lounge, Major refit 2003 elliott@ardell.com

Jim Elliott



100' FALCON 2000

4 Staterooms + 3 crew, Large Salon for entertaining, Tops out at 27 knots
 Beautifully finished cherry interior, Raised pilothouse with Flybridge brian@ardell.com

Brian Hermann



80' NORTHERN MARINE 2002

3 Staterooms + crew, 5,000 mile range, Single 660hp Cummins
 Zero speed stabilizers, 3 Generators, Custom dark wood interior w/accents tim@ardell.com

Tim Johnson

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118' HATTERAS 1995

Tri-deck cockpit motoryacht, 5 Staterooms + 3 crew, Country kitchen
 Granite counters, Full walk-around decks, Fishing cockpit

Bill Palmer
palmer@ardell.com



104' CBI NAVI 1998

3 Staterooms + 6 crew, Full paint job 2008, Mechanical refit 2010
 Navigation & Communications upgrades 2011, Immaculate condition

Jeromy Mold
jeromy@ardell.com



87' JOHNSON 2006

Low hours on C-30 CAT diesels, 4 Staterooms, 5 Heads, TRAC stabilizers
 Hydraulic bow & stern thrusters, Furuno electronics, LLC ownership rittenhouse@ardell.com

Todd Rittenhouse



80' NOVATEC 2001

Sport motoryacht custom designed by Spadolini. 5 Staterooms, Mahogany finish
 Low hr. CAT 3412's, Stabilizers, Full complement of Simrad electronics mason@ardell.com

Mason Staring

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LISTING
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Central Agents
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41m OCEAN EMERALD

Rodríguez Cantieri Navali - 2009
12 guests in 5 cabins + crew
Asking Price: P.O.A.
Also available for Charter

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Central Agents
for Charter

36m VIRIELLA

Maxi Dolphin 118' by German Frers - 2001
9 guests in 4 cabins + crew
Weekly charter fee from € 50.000



Central Agents
for Charter

35m GINEVRA

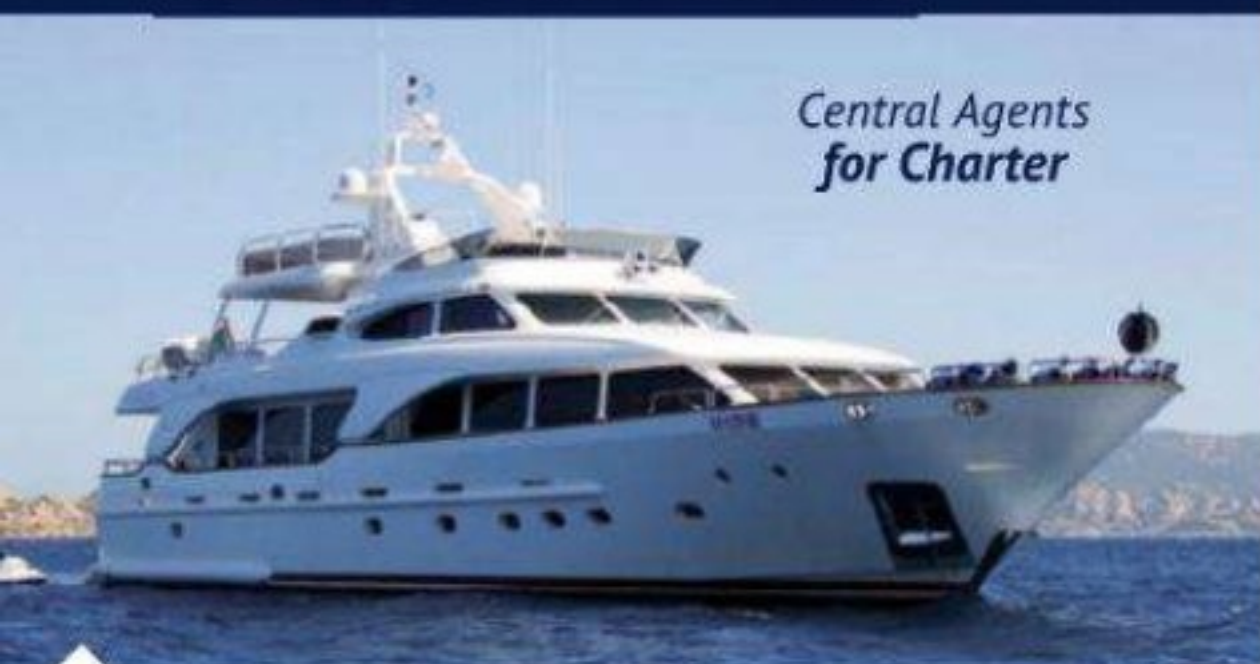
Tecnomar - Velvet 35 - 2008
8 guests in 4 cabins + crew
Weekly charter fee from € 68.000



Central Agents
for Charter

33m MARHABA

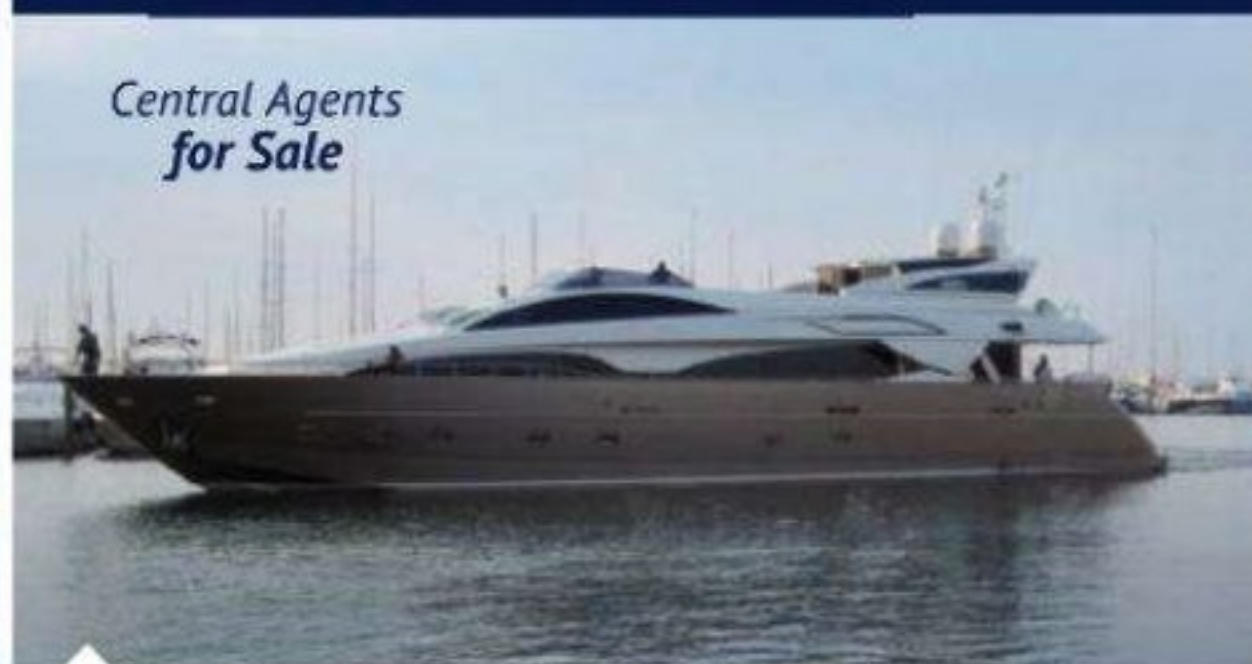
Ocea - Commuter 108' - 2007
9 guests in 4 cabins + crew
Weekly charter fee from € 46.000



Central Agents
for Charter

30m BEYOND THE CLOUDS

Benetti - 2004
8 guests in 4 cabins + crew
Weekly charter fee from € 45.000



Central Agents
for Sale

36m CLEOPATRA

Riva - Athena 115' - 2009
12 guests in 5 cabins + crew
Asking price: P.O.A.

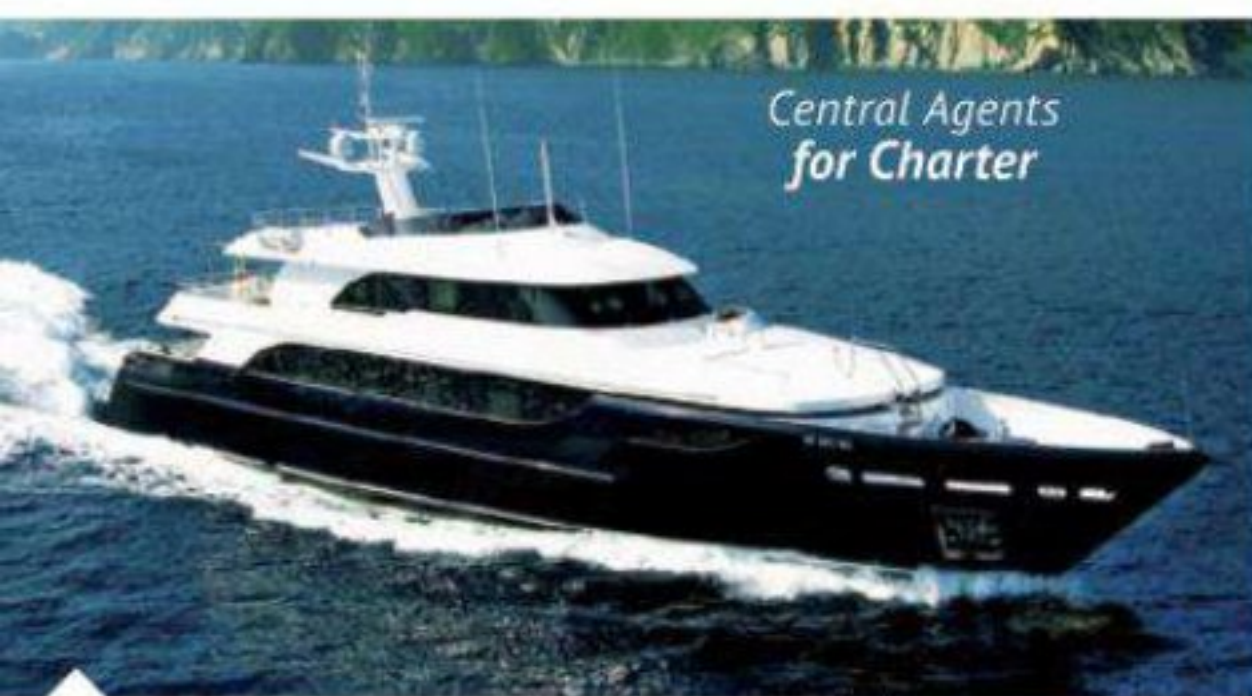


PRICE
REDUCTION

Central Agents
for Sale

24m TOBEKA

Cantieri Navali Arno - Leopard 24 - 2005
6 guests in 3 cabins + crew
Asking Price: ~~€ 1.800.000~~ € 1.750.000



Central Agents
for Charter

38m ODYSSEY

Rodriquez Cantieri Navali - 2008
11 guests in 5 cabins + crew
Weekly charter fee from € 100.000



Central Agents
for Charter

41m OCEAN SAPPHIRE

Rodriquez Cantieri Navali - 2010
12 guests in 5 cabins + crew
Weekly charter fee from € 115.000



Central Agents
for Charter

30m INSPIRATION B

Ferretti Custom Line - 2006
12 guests in 5 cabins + crew
Weekly charter fee from € 60.000



Central Agents
for Sale

15m GO WILD

Cigarette Racing Team LLC - 2006
10 seats - 1 Custom Cabin
Asking Price: ~~€ 815.000~~ € 750.000



Central Agents
for Sale

20m GIOCAGIÒ

Toy Marine - Toy 68' - 2006
6 guests in 3 cabins + crew
Asking Price: € 1.250.000



Central Agents
for Charter

22m TRILLY

Dalla Pietà Yachts - 2007
11 guests in 4 cabins + crew
Weekly charter fee from € 30.000



Central Agents
for Sale

30m FOIE GRAS

Nicholas Witsen & Vis Alkmar Holland - 1974/2010
7 guests in 4 cabins + crew
Asking price: € 1.150.000



Central Agents
for Charter

21m VARUNA

Philip & Son Ltd - 1909
Asking Price: € 470.000

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FOR SALE



ARIONAS

129,79/39.56m Clelants Shipbuilding U.K.

Year:1967 - Refit 2011

2 x Rolls Royce - D6V8TM 500hp

Cruising speed abt. 12 knots.

2 x 100 KVA KOHLER

10 Guests in 5 cabins incl. Owner's cabin,
all with ensuite marble bathrooms

9 Crew in 5 cabins

The yacht has been extensively rebuilt and offers all
modern amenities combined with beauty and elegance.

All interior furniture by Ralph Lauren.

Price: Euro 4,500,000 VAT Paid



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FOR SALE



ADAMAS II

177'/54m Dauphin Offshore, Dutch design

Year: 1987 on behalf of a Royal family

Refit in 2005 by Giorgio Vafiadis Studio - Rome

2 x 2095 MTU - Cruising speed abt. 15 knots

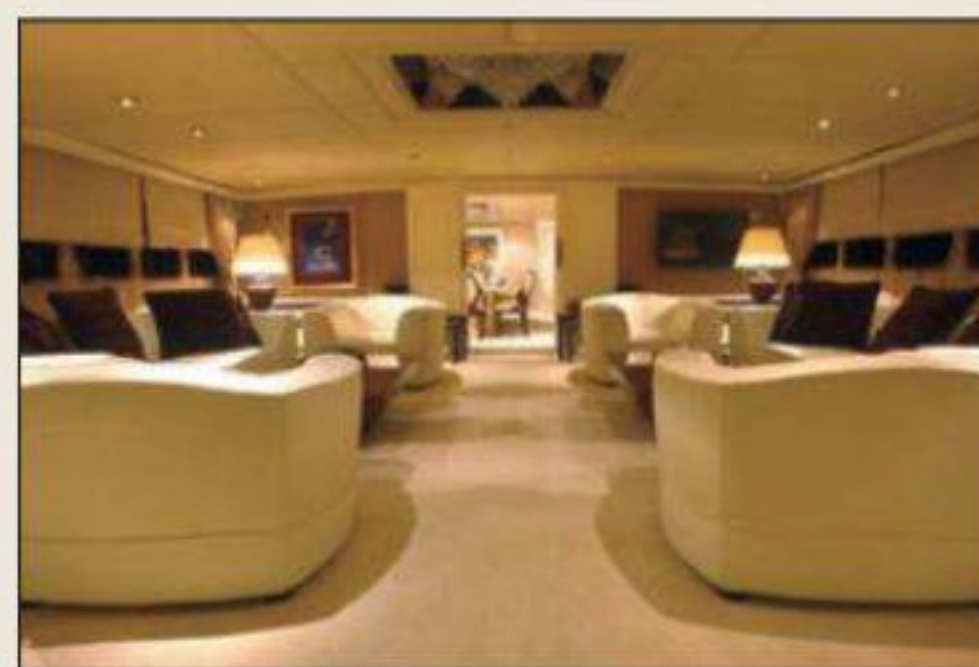
18 Guests in 9 cabins incl. Owner's quarters,
all with ensuite marble bathrooms

15 crew in 8 cabins

3 tenders

The yacht is in excellent condition with huge
entertainment areas plus a large Jacuzzi.

Price: US\$ 9,500,000 VAT Paid



TICKLED PINK



2008 SUNSEEKER 37M YACHT

Engines: 2 x MTU 4000 Series 12V M70
Lying: South of France

£7,750,000 Ex VAT
Central Agent

LADY FERYAL



2003 43M ALFAMARINE TRI-DECK YACHT

Engines: 2 x MTU 12V 4000 M90 2775HP
Lying: Mallorca

USD 9,500,000 Ex VAT
Joint Central Agent

LE VOLPI



2010 SUNSEEKER PREDATOR 130

Engines: 2 x 3460HP MTU 12V 4000 M93L
Lying: South of France

£10,950,000 Ex VAT
Joint Central Agent

HIGH ENERGY



2010 SUNSEEKER 88 YACHT

Engines: 2 x 1947HP MTU 12V 2000 M94
Lying: United Kingdom

£3,300,000 Ex VAT
Central Agent

VIBE



2010 SUNSEEKER PREDATOR 74

Engines: 2 x MAN 1360HP V12
Lying: South of France

£1,495,000 Ex VAT
Central Agent

GEMINI



2004 FERRETTI CUSTOM LINE 94

Engines: 2 x MTU 16V 2000 M91
Lying: Western Mediterranean

Euro 3,350,000 Ex VAT
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Engines: 2 x 2434 HP MTU 16V 2000 M93
Lying: South of France

£3,750,000 VAT Paid
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BANDAZUL



2010 SUNSEEKER 88 YACHT

Engines: 2 X 1947HP MTU 12V 2000 M94
Lying: Spain

£3,095,000 Ex VAT
Central Agent

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Email: info@dbeereyachts.com

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KOOPMANS 56

Alu., built 2000 by Aluboot Hindeloopen, dim.: 16.85 x 4.60 x 1.40/3.00 m, 7 (+1) berths, 1 x Volvo Penta 140 hp. She has recently undergone an extensive refit and is now in an immaculate condition.

Asking EUR 485,000

Central Agent: Hindeloopen +31 514-524000



HOEK CLASSIC 66

Luxury and comfortable aluminum SY, built in 1995 by Bloemsma Makkum, dim.: 20.28 x 4.91 x 2.50 m, 4 double cabins, well equipped and maintained, teak decks overhauled in 2006.

Asking EUR 990,000

Central Agent: Hindeloopen +31 514-524000



ALMKOTTER

Steel, built in 2007 by Jachtwerf De Alm, The Netherlands dim.: 18.00 x 4.95 x 1.55 m, teak decks and hand crafted honey-coloured teak interior with champagne coloured Alcantara upholstery, 6 berths in 3 cabins, 2x Deutz DTA66 210 hp diesels.

Asking EUR 795,000

Central Agent: Sneek +31 515-428030



VALK CONTINENTAL 1800

Steel, built in 2007 by Wim van der Valk, The Netherlands dim.: 18.40 x 5.00 x 1.63 m, steel/teak decks, 4 berths in 2 cabins, 2x Volvo Penta 370 hp diesels, only 330 engine hours!

Asking EUR 995,000

Central Agent: Sneek +31 515-428030



HAKVOORT 70 TSDMY

Steel, built in 1993 by Hakvoort Shipyards, dim.: 21.20 x 5.80 x 1.90 m, alu. superstructure, wheelhouse, saloon, two + one crew cabin, 7 berths, twin MAN D2866LE 440 hp engines. With a gloriously luxurious interior by Pieter Beeldsnijder Design.

Asking EUR 1,195,000

Central Agent: Monnickendam +31 299-656350

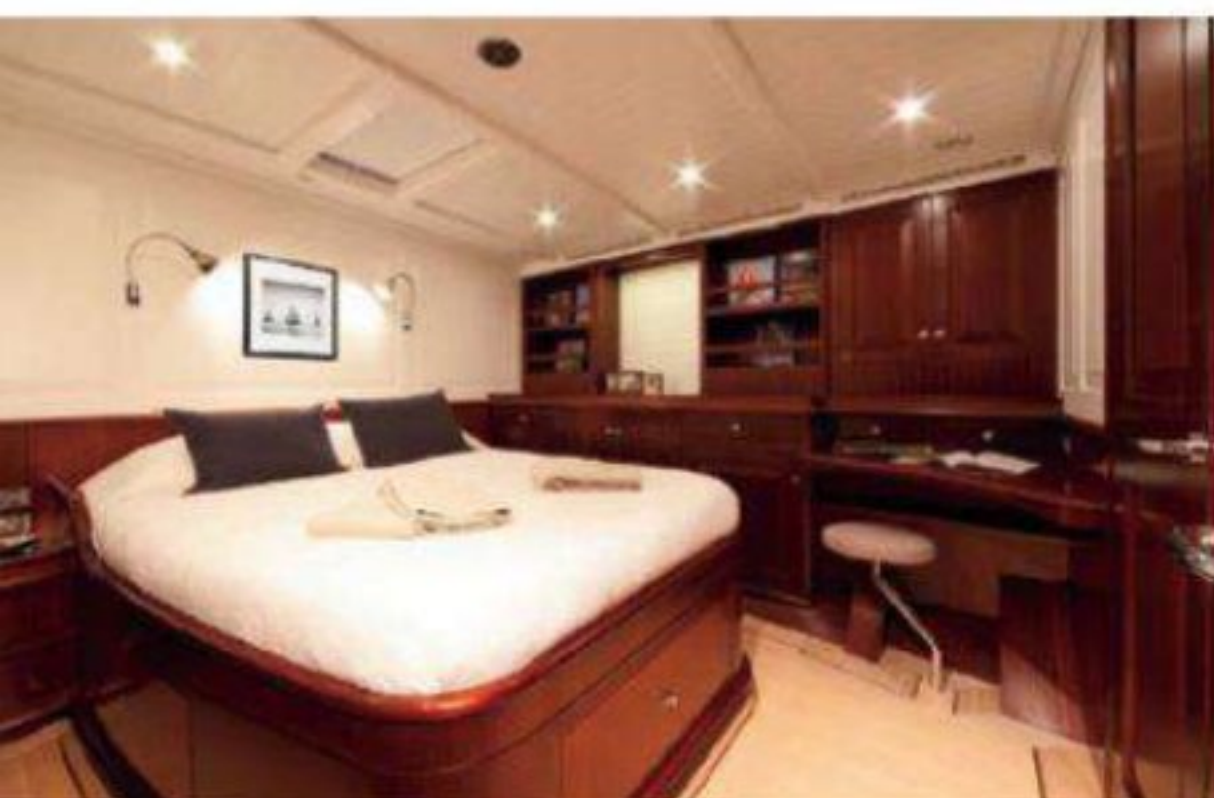


AZIMUT 110

GRP hull, commissioned 1991, dim.: 33.50 x 7.01 x 2.10, accommodates 8/10 guests in 4 cabins plus 6 crew in 4 cabins, 2 x MTU 2,000 hp diesels. An outstanding opportunity to acquire a successful charter operation, realistic trades considered.

Asking EUR 975,000

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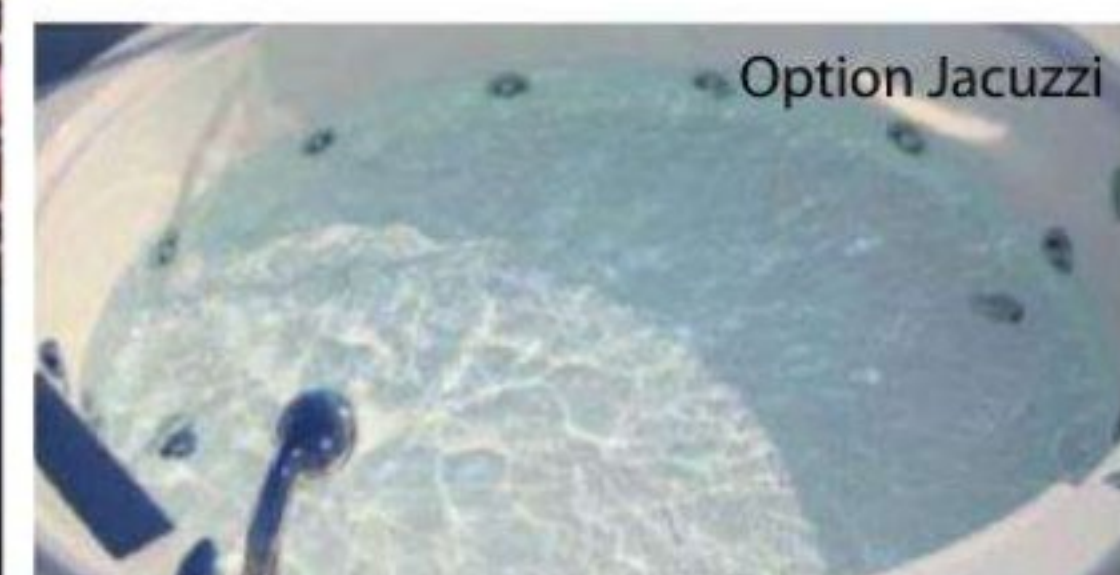
DIJKSTRA 110 CLASSIC SLOOP "ANNAGINE"

The classic 110' aluminium sloop, Annagine, was designed by Dijkstra & Partners and built by JOM in Holland for an experienced owner.

Delivered this year, she offers the perfect balance between performance and cruising, for upto 8 guests, in the tradition of the grand classics.

Price on request

For more information and brochure contact: De Valk Antibes +33 492-910202



BENETTI SD 79 2001/2011

1.950.000 € VAT included (+options)

FINANCING AVAILABLE

RAYMOND DU PUY Benetti SD 79 2001/2011

Marvellous Displacement yacht: Steel Hull and aluminium superstructure. Gentleman yacht feeling with a high reliability and security due to a 2001 building and a 2011 total refit and technical upgrade. Stabilizers, Satellite TV, etc....

2 master cabins + 2 guests cabins for 8/10 guests.

Option Hard Top and option Jacuzzi on request.

Central agency. Financing Available

For SALE: 1.950.000 € VAT included (+options)



BENETTI SD110 2008

5.400.000 €

FINANCING AVAILABLE



BENETTI SD 105 NEW!

2.900.000 €

FINANCING AVAILABLE

EVERGREEN V Benetti SD 110' is unique. Gentleman yacht recently built: 2008. Combining 1930' style with a modern and comfortable interior design. Incredible outside and inside volume giving a 140' yacht feeling. Flexible accommodation for 8/12 guests, 8/4 crews. Most modern extras: electronics, communication, 0 speed stabilizers, etc....

Central agency. Financing Available For SALE: 5.400.000 € CHARTER: 68.000 € / week

Benetti SD 105 New! Great new design. Delivery 2012. Customizing exterior paint and interior design as an option.

Central agency. Financing Available

For SALE: 2.900.000 € (+options)

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INTERNATIONAL

Feadship Go 128'0"

FOR SALE



Ready to Go

The third yacht in Feadship's exclusive SL39 concept is every inch a customised superyacht above the waterline. *Go*'s large master stateroom epitomises the calm atmosphere onboard this

superior superyacht, while the smart layout offers the option to transform two of the four guest suites into one full-beam VIP stateroom complete with lounge. A wide variety of

'outdoor-in' facilities make *Go* ideal for chartering should you choose to do so.

Length: 39.00m / 128'0" • **Builder:** Feadship – Koninklijke De Vries Scheepsbouw • **Naval Architect:** De Voogt Naval Architects

Guest staterooms: 10 guests – ten in five staterooms **Price:** 22,900,000 EUR

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Feadship **Helix** 146'6"

FOR SALE



A unique F45

Helix is the latest yacht in the much-admired F45 custom-series from Feadship and the only one finished in the Nautical interior theme. This

offers a contemporary mix of light fabric covered walls in mahogany wooden frames with carefully contrasting materials. Uniquely for a 45m yacht,

the F45s have both the master stateroom and the guest suites on the main deck. The incredible views will delight all reside onboard *Helix*.

Length: 44.65m / 146'6" • **Builder:** Feadship – Royal Van Lent Shipyard • **Naval Architect:** De Voogt Naval Architects • **Guest staterooms:** 10/12 guests – ten in five staterooms, plus two in convertible private office • **Price:** 33,500,000 EUR

Dick van Lent – Koos Zitman
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info@feadship.nl
www.feadship.nl

2012 PERINI NAVI 50M

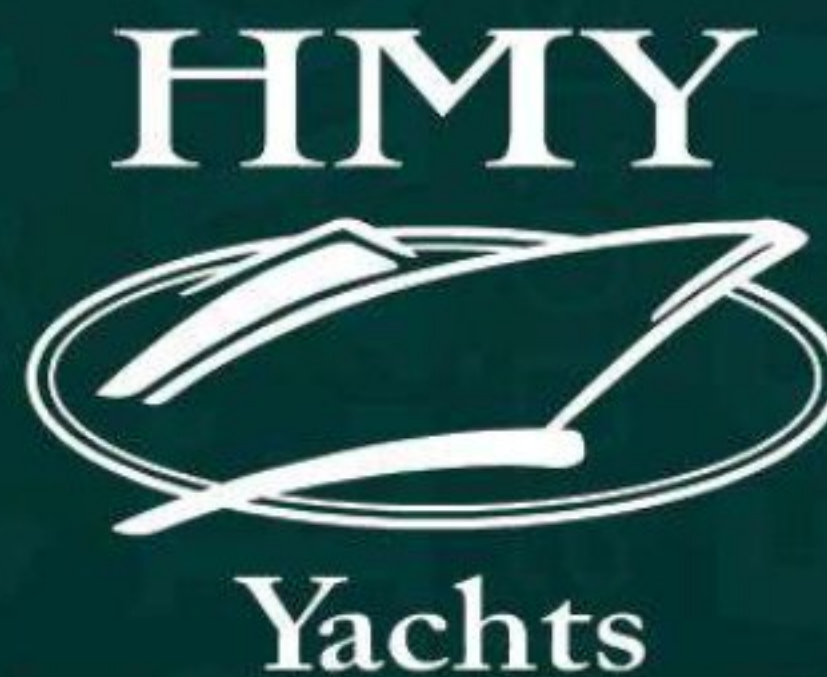
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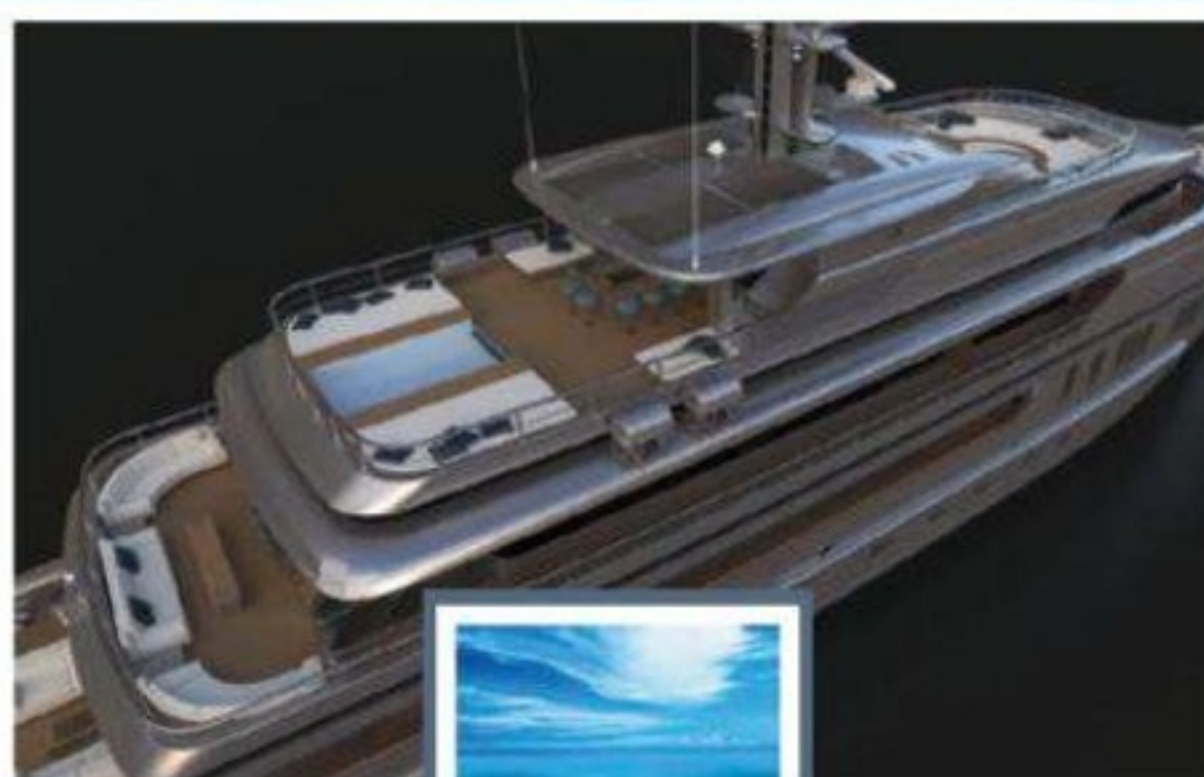
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CAPE 
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new



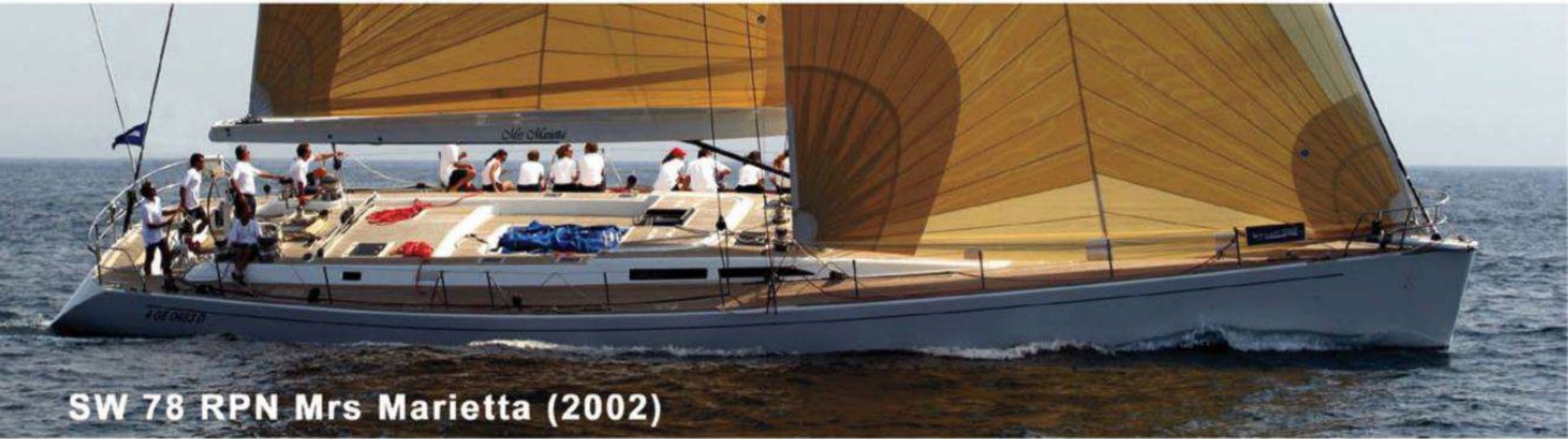
SW 100 RS Cape Arrow (2011)

30,20m designed by Farr Yacht Design & Nauta Design, High Spec construction, MCA coded, Cayman Islands flag, lying in Genoa (Italy)



SW 100 DS Fado (2007)

30,20m designed by Farr Yacht Design & Nauta Design, UK flag, VAT paid, lying in Genoa (Italy)



SW 78 RPN Mrs Marietta (2002)

23,99m designed by Reichel Pugh & Nauta Design, refit Autumn 2011, UK flag, VAT paid, lying in Genoa (Italy)

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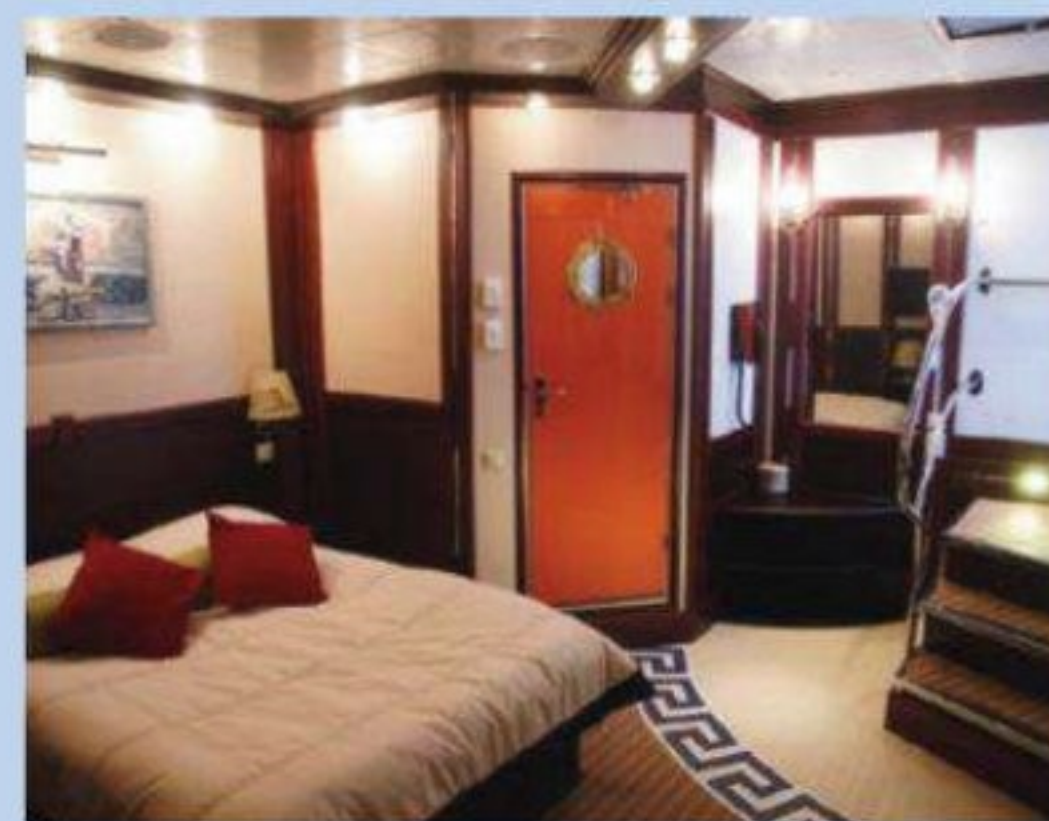
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Guests 45 maximum

Crew 19

Cabins 18 (1 mini suite, 8 double, 1 twin,
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2011 DELIVERY - AVAILABLE NOW

DELTA AND CATERPILLAR FINANCIAL TEAM UP TO COMPLETE PROJECT MONARCH

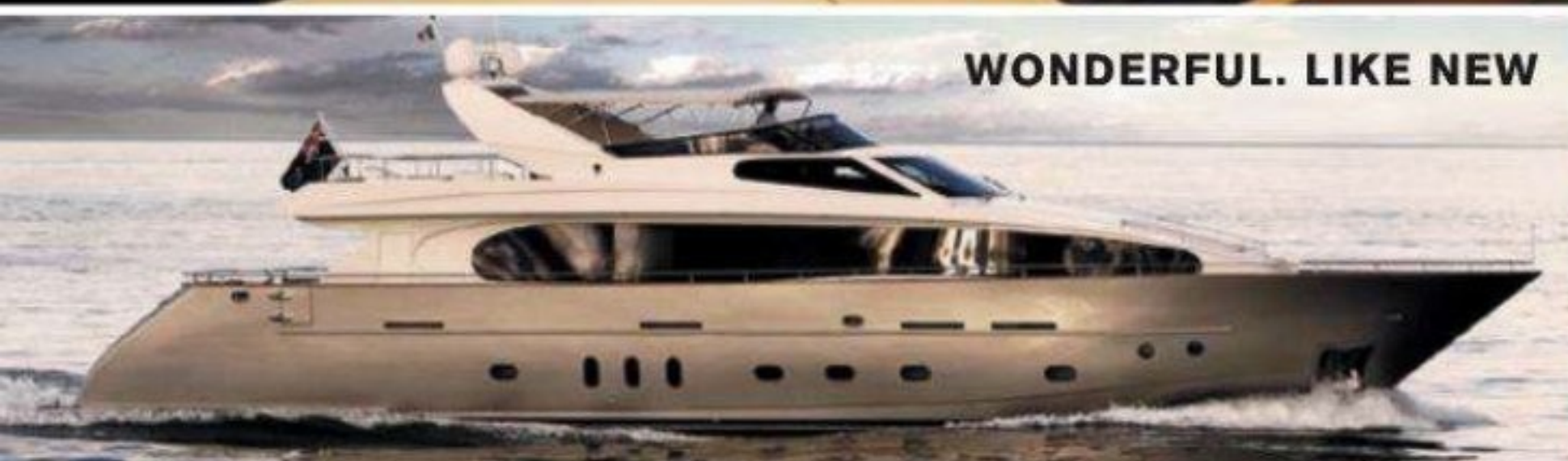


Monarch is now complete and ready for immediate delivery. She is currently located in Seattle, as seen in the image above, and can be available for viewing at any time. This striking yacht combines the strengths of two long-standing companies, Delta Marine and Caterpillar Financial Services with the talented design of Jonathan Quinn Barnett. Construction of this 151-foot motor yacht has just been completed at Delta's yard in Seattle. Financing for the Monarch is available through Cat Financial for qualified buyers. For additional details, pricing information, or to set up an appointment to see the Monarch, please contact delta@deltamarine.com or +1 206 763 2383.



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28,5 X 6,5 : 2010 : GRP : 4 CABINS + 2 CREW CABINS



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27,5 X 6,61 : 2010 : GRP : 4 CABINS + 2 CREW CABINS

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ALEXANDER K | BENETTI SAIL DIVISION 82 D RPH

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24,85 X 6,2 : 2011 : STEEL/ALLUMINIUM : 4 CABINS + 2 CREW CABINS

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112' (34.1M) LA SULTANE | AEGEAN LRC | 2006
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ALL OCEAN 100' (30.5M) | LUIZ DE BASTO DESIGN | 2013
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85' (25.9M) BLUE LADY | ROSSATO | 1992
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HARBOUR ISLAND 180'0" (54.9 m) 2011 NEWCASTLE SHIPYARDS

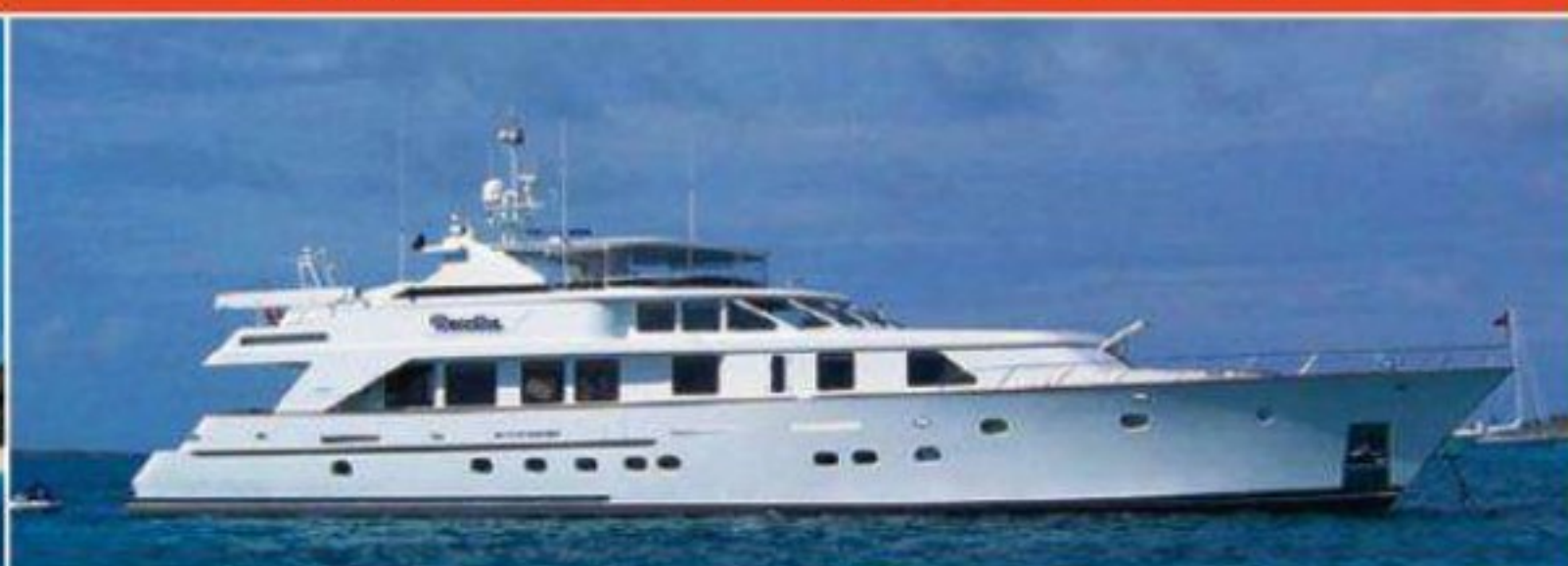


NAMOH 125'0" (38.1 m) 2003 CHEOY LEE



NOT FOR SALE TO US RESIDENTS WHILE IN US WATERS

VICTORIA DEL MAR 121'0" (36.9 m) 2001/2008 MOONEN



RUSALKA 118'0" (36.0 m) 1994/2004 CHRISTENSEN



CINQUE STAR 116' (35.4 m) 2010/2011 AZIMUT



MOON RIVER 101'0" (30.8 m) 1997/2009 PALMER JOHNSON



SURYA 85'0" (25.9 m) 2004/2005 PACIFIC MARINER



MONTAGE 80'0" (24.4 m) 2009 OCEAN ALEXANDER



B R O K E R A G E



184' / 56m ZENJI (2004)

Owned by one of the world's greatest yachtsmen, ZENJI is without doubt the best of her category. Six staterooms for owners and guests, six cabins for crew, tremendous fly-bridge, superb access to and from the sea via a side-shell door, enormous and comfortable sheltered aft cockpit, lovely main and dining salons....etc. etc. She boasts carbon foils, PBO diagonal rigging, Doyle Stratis sails, State of the Art nav/com and A/V systems, re-built main engines and generators. ZENJI is truly a special opportunity at an extremely fair price. NOT FOR SALE TO USA RESIDENTS WHILE IN USA WATERS



148' / 45m HERITAGE (2006)

The sleekest of the 45m Perini sloops, she is classic in every respect with a lovely Perini interior. A versatile 4 or 5 cabin layout, superb access to the sea via a side shell door and huge lazarette, powerful sail-plan provides excellent performance, keel/centerboard allows for shallow draft and good up-wind performance. Delivered in 2006, she has just completed her 5 year ABS Survey, VAT paid, serious seller. Joint Central Agent Bruce Brakenhoff, Jr.



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SWAN 90S

ALIX launched in 2009, this spectacular full-carbon yacht is one of the most beautiful Swans ever built. Maintained in excellent conditions, she features contemporary style interior. Owner's quarters aft plus 3 guests cabins, each with en-suite heads. Forward crew area. Fully MCA certified, PBO rigging, tender garage, very inclusive electronic package. Alix incorporates ultimate performance together with world class comfort. Located in Italy

This is an unique opportunity to buy this beautiful yacht at a very attractive price for an immediate delivery Asking price : 6 900 000€

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NORSEMAN

INVITING EXPRESSIONS OF INTEREST \$5.850.000

Rarely do boats like Norseman, an Italian built Falcon 90 come onto the market. Norseman represents the pinnacle of European boating design, finish, performance and style. She is constructed for charter operations in European waters with RINA 100-A-1.1 "Y" European certification. She has only ever been used privately and features 3 large guest cabins with en-suites and boasts a large full beam master stateroom with en-suite and walk in robe.

The large cockpit offers full undercover dining, extending through large stainless bulkhead doors into a beautifully appointed saloon. Forward stairs lead up to the spacious outdoor living area with a fully appointed helm station, day bed, adjoining dinette, purpose built BBQ and refrigeration.

The MTU Series 91 engines, that have completed just 500 hours of their 2000 manufacturer warranty, give her exceptional performance in all conditions and is notably fuel efficient with a general cruising speed of 12 knots using just 140 litres per hour. She also boasts an impressive 28 knots at full throttle, whilst maintaining a consistently soft ride.

Having spent two seasons in the Mediterranean and two seasons in Australia, Norseman now resides at Southport Yacht Club on the Gold Coast with expressions of interest sought.

For further information visit www.falcon90.com.au, or call Hans Stolz from Yacht Services Pty Ltd on +61 458 338 282 or email mvnorseman@gmail.com

FALCON

90' MOTORYACHT

www.falcon90.com.au



Oyster 62'

£1,395,000 + VAT
Lymington

Dead flash blue yacht from 2008, that has managed the Penguin thing with aplomb, and which has also covered the ground in the Caribbean, USA and Chile to name a few stopping off points. Mission accomplished, she is now back in Blighty, resultant pitstop completed, your magic carpet awaits.



Oyster 43'LD

From £340,000
Lymington

Berthon offer a brace of these fab clockwork yachts that are of course ideal, for either lunch or dinner. With their jet drive and computerised control systems, they are both fast and furious – Toad would have had a ball! Both are available in gleaming good shape and at a fraction of their original build cost.



72' Garden TSDY

£399,000
East Mediterranean

Splendid little ship with masses of range and an absolutely enchanting interior. Totally fettled for adventures of the watery variety and completely reworked and re-gadged in this ownership – she glistens. Owner has lost his sea legs, she must be sold.

Oyster 72'

£1,900,000 + VAT
Lymington



Rob Humphreys and SYS in 2007, she comes with graphics to out-graphic them all! Hugely successful on the charter circuit, her crew have been fab – she gleams. Great layout downstairs with absolutely the right number of doubles, she's perfect to cross oceans aboard. A recent price tumble should have you reaching for your chequebook.

San Lorenzo 72'

€1,100,000
South of France



Good looking clockwork yacht brought to you from San Lorenzo and built in Viareggio – the motor yacht building capital of the world. Comes with a perfect layout giving 3 doubles and crew, she has been much spoodled by these owners, so gleams from truck to keel. Absolutely the right stuff to be seen aboard, she's the business for Mediterranean cruising.



DREAM | DIAMONDS ARE FOREVER



AVAILABLE FOR CHARTER

This stunning 200' (61 metre) BENETTI features a signature Evan Marshall interior comprising of two panoramic master suites, four guest staterooms, elevator to all decks, a full beam skylounge and vast open & shaded deck areas.

Peter Thompson pt@ocyachts.com +44 7788 755334

Michael White mike@ocyachts.com +44 7785 360845

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OCEANINDEPENDENCE.COM

A high-angle, aerial photograph of a modern, white luxury yacht with dark grey accents, sailing on a deep blue ocean. The yacht is moving from the top left towards the bottom right, leaving a white wake. The name "Diamonds Are Forever" is written in a cursive font on the side of the upper deck. The yacht features multiple decks, including a top deck with lounge chairs and a circular area, and a lower deck with large windows. The sky is not visible, focusing the viewer's attention on the vessel and the water.

SEE AT MIAMI AND PALM BEACH BOAT SHOWS

SOOCEAN



MONTIGNE

Launched in the middle of 2009 this stunning 57m motor sailer, built by Aegean Yacht, is a true worldwide cruising yacht of the highest calibre. Accommodates 14 guests in 6 cabins.

Price: 16,500,000 EUR. Central Agents for sale and charter.



ECLIPSE

This 32m Alloy from 1991 has had upgrades too numerous to mention in full, but includes new mast, boom, rigging, sails, major interior refurbishment, new electronics at both helms.

Price: 5,500,000 EUR. Central Agents.

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TRINITY II

TRINITY II is a sleek and elegant 140' motor yacht, with great deck areas and a spacious, beamy interior. Owner wants her sold. Bring offers!
Price: 3,900,000 EUR. Joint Central Agents.



MOONMAIDEN II - PRICE REDUCTION

A traditional 39m full displacement classic motor yacht from 1974 with recent refits. Well proven as both a private and charter yacht. 10 guests.
Price: 1,950,000 USD. Central Agents for sale and charter.



ELEMENT

Unique 42.7m Cantieri di Pisa built in 2002 and continually upgraded since. Lloyds 100 A1, full MCA Commercial certification plus mini ISM.
Price: 7,950,000 EUR (VAT Paid). Joint Central Agents for sale and Central Agents for charter.



ELEANOR ALLEN

Beautifully rebuilt in 2010 with a new interior by Michael Kirchstein and Arredamenti Porto this 34m Feadship is new to the market and not to be missed. 8 guests.
Price: 8,000,000 USD (VAT paid). Central Agents for sale and charter.



MAMBA

From the design studio of Frank Mulder, the 127' (38.75m) MAMBA was launched by Oceanline in 2008. Accommodates 12 guests in 6 cabins
Price: 9,500,000 EUR (VAT paid). Central Agents for sale and charter.



ALEA II

2009 Canados 90 Open, 43kts cruising, 450nm range & 4 generous cabins. Swift, spacious & seriously stylish - an irresistible combination!
Price: 3,250,000 EUR. Joint Central Agents.



TITAN – PRICE REDUCTION

Extensively refitted and greatly improved since her conversion in 2005, TITAN offers a unique blend of Italian style and comfort with military purposefulness, strength and sea keeping. Huge volume and 11 cabins give her great charter appeal too. Inspections welcomed.

Price: 21,900,000 EUR. Central Agents for sale and charter.



PAOLYRE – PRICE REDUCTION

Impressive, stylish and efficient 32.7m commuter yacht from 2008, refitted this winter, including new paint job. BV classed and a successful charter yacht, she is now keenly for sale.

Price: 4,900,000 EUR. Central Agents for sale and charter.

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ICE CLASS 170 - NEW CENTRAL AGENCY

A rare opportunity to complete the build of a quality 52m yacht at an unprecedented price. High volume, ice classed hull (level ID) for global cruising in comfort. Machinery, propulsion and piping already installed. Project is offered 'as is' and can be delivered to any shipyard of choice to finish.
Price: 7,500,000 USD 'as is'. Central Agents.



OLAH - NEW CENTRAL AGENCY

Beautiful version of the 47m ISA from 2005 and built with extended upper deck and sun deck. New hull paint job, Lloyds classed and St Vincent commercially registered, great volume at 498 GT, zero speed stabilizers. 50m Berth in Golfe Juan available by separate negotiation.
Price: 16,000,000 EUR. Central Agents for sale and charter.

66

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to assist me with yacht management and charter marketing. Knowing they have everything under control allows me and my crew to focus on our top priorities, the comfort and safety of our guests.

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Captain Paul Bickley,
MY Latitude.



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